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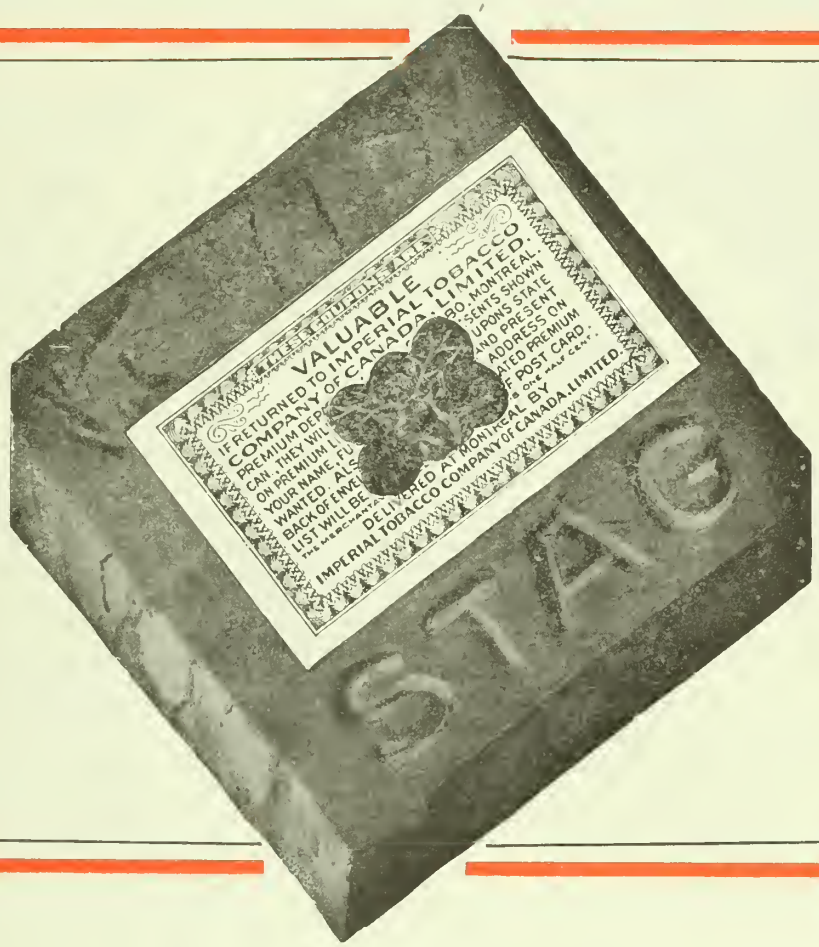
CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIII PUBLICATION OFFICE : TORONTO, JULY 4, 1919 No. 27



For Quality and Popularity—

STAG

CHEWING TOBACCO

"Ever-lasting-ly Good"

has firmly established its reputation all over Canada

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation.
Copy of report will be sent on request to anyone interested.

Turn the Buying Impulse *into* SALES

It is a woman's instinct to want her home bright — a natural woman's impulse to accept whatever she believes will enable her to keep her home interior attractive and her furniture looking like new.

It is one of her greatest expressions of domestic pride to have her floors and furniture clean and shining.

Along comes our newspaper advertising to tell her of a Polish that enables her to get better polishing results—and as she reads those truthful, forceful advertisements the buying impulse becomes firmly implanted in her mind.

All that is needed to turn this impulse into an active sale is **directive effort** on your part and by your clerks.

Make your O-Cedar Display—in the window and inside the store—in a manner calculated to allow O-Cedar Products full scope as an active sales force.

Use our attractive cards and signs to feature O-Cedar Polish and O-Cedar Polish Mop so that your customers will unfailingly **see** these goods every time they enter your store.

Thus can you sell two packages of the Polish for every one you now sell —thus can you double your Mop Sales.

The occasional mention of O-Cedar Polish, the query "Have you tried it?" will also help to get new users of this profitable line.

And invariably the customers to whom you thus introduce O-Cedar Products will be grateful to you.

Their appreciation will take the form of orders for "more O-Cedar" —once they find by experience that your recommendation of it was warranted by its great merit.

O-Cedar Polish

CHANNELL CHEMICAL CO., LIMITED, TORONTO

CANADIAN GROCER, published every Friday. Yearly subscription price $3.00. Entered as second-class matter at Post Office, Ottawa, and as second-class matter, July 5, 1912, at the Post Office at Buffalo, under the Act of March 3rd, 1879.

Borden's

Suggest Borden's with every Summer order

Make the Summer weeks a real busy season by pushing the ever popular

Borden's MILK PRODUCTS

Nothing can take the place of Borden's with the Summer Cottager—the Camper—the Picnicker.

Just think of the many advantages of featuring Borden's regularly.

Mrs. Jones is persuaded by you and the attractiveness of your window trim to use Borden's Eagle Brand Milk or one of the many other lines; she is pleased with the quality and its great conveniences and tells her friends so.

They in turn buy Borden's from you and incidentally make other purchases—the result of your efforts then begins to show in increased business for your store, for other departments.

So show your Borden stocks every day. Your wholesaler can send you any line you are short of.

Borden Milk Co.

Limited

"Leaders of Quality"

Montreal Vancouver

Tomato Soup

Its Delicious Flavor of
Red Ripe Tomatoes
Appeals to Every
Taste—

THE GOODNESS
GOES IN
BEFORE
THE LABEL
GOES ON

It Pays to Carry
A Good Stock of
This Popular Line.

Ask Your Jobber or Wire Direct

DOMINION BRAND

DOMINION CANNERS, LIMITED

Hamilton, Canada

Traveler's Half-Holiday Guide Book For You

CANADIAN GROCER has had printed in booklet form, list of half holidays in cities and towns in each province of Canada. The booklet also contains lists of Summer and Fall Fairs, Quebec Province holidays, etc.

It is a very handy guide for traveling salesmen and copy will be sent to anyone interested without charge.

Wire, Phone, or send us a card.

CANADIAN GROCER

143-153 University Ave., Toronto **Phone M. 7324**

Your Customers

Mr. Grocer, are to-day studying ECONOMY more than ever before.

Don't hesitate to tell them that

CLARK'S PORK and BEANS

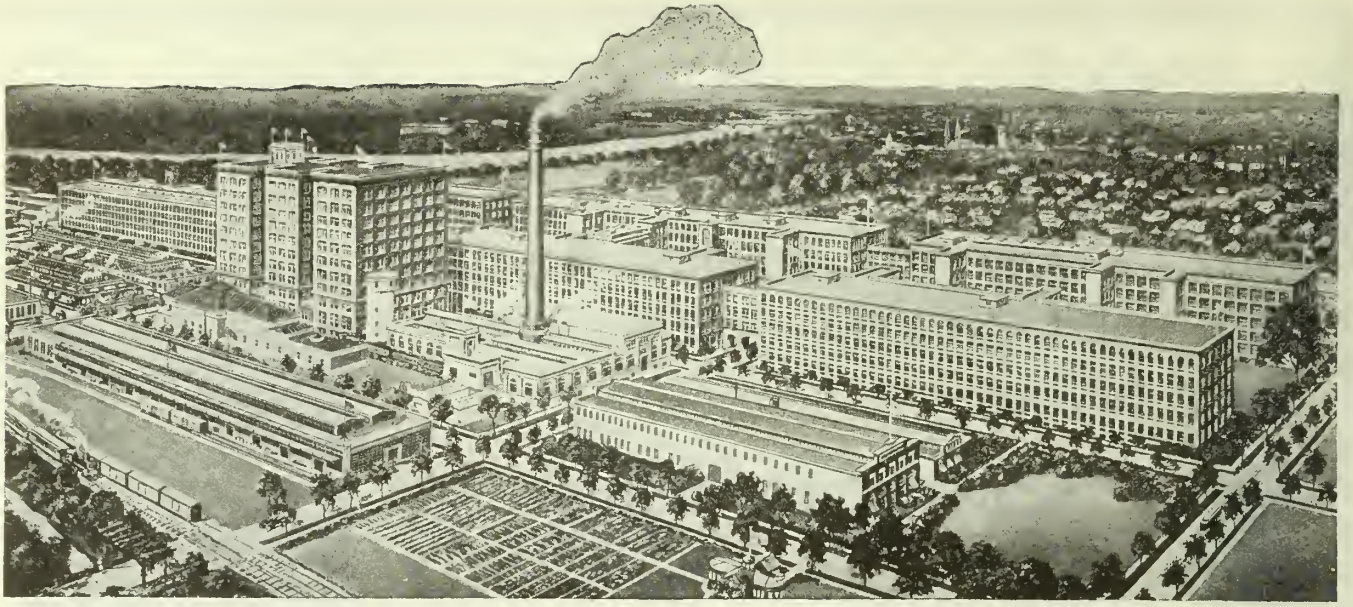
are just what they want.
They are a perfect meal.

THEY SAVE WORRY
THEY SAVE LABOUR
THEY SAVE MONEY

and for you they are the quickest sellers.

W. Clark, Limited Clark's **Montreal**

CANADA FOOD BOARD LICENSE No. 14-216



We make over 275 National Cash Registers every day

The National Cash Register is a modern, labor-saving machine that helps merchants, clerks, and their customers.

It protects profits by stopping leaks and losses, temptation, and mistakes.

It adds, records and classifies many kinds of transactions.

It saves time and money because it does 15 things in 3 seconds.

It enables the merchant to give quick, accurate service.

It more than pays for itself out of what it saves.

It helps merchants make more money, with less expense.

This big plant makes nothing but National Cash Registers

The National Cash Register Co. of Canada, Limited
Toronto, Ontario
Offices in all the principal cities of the world

Story for Week Dated July 4, 1919 **Being No. 41 in the Series**

The Tissue Papers: Serviettes, Paper Towels and Toilet Papers

PURITY is the first essential in the production of the tissue papers at the Eddy Plant. Here the reason for that pure well water, the many washings and strainings you have studied at the Sulphite Plant, becomes evident. For these tissue papers are used to wrap food with at picnic party or on restaurant table, and the paper towels manufactured by the E. B. Eddy Company have got to live up to their reputation of absolute sanitary perfection. To watch the processes of paper making, and packing at the Eddy Plant is to realize that this reputation is earned and maintained.

Speed is an important consideration too, in the production of the E. B. Eddy Company tissue paper lines. To watch the girls at work in the portion of the plant set apart for tissue and toilet papers is to realize that human hands can keep pace with the swiftest machines ever invented. Serviettes and towels are folded and bundled at lightning speed, and still the call for them is more urgent than production speed can keep pace with.

Ingenious machines take care of the clever interfolding of the famous "ONLIWON" line of E. B. Eddy tissue paper towels which you have used on many a railway journey, or in hotels, and city restaurants and offices. The interlocking fold which always ensures the pulling out of a new towel for each user is rapidly made by a descending blade working with unerring precision on a steadily running machine. The serviettes are packed flat in bundles of 250; the towels go in bundles of fifty. While a boy can mind the machine that folds the towels, each packet of towels is tested by a man who is an expert at the work, and not a faulty fold in many hundreds of thousands passes his vigilant testing.

Some of EDDY's Many Kinds of

Toilet Papers

DIAMOND
STANDARD
HOTEL
COTTAGE
PLAIN ROLL
FACTORY
OVAL KING
IMPERIAL
ROYAL
CRESCENT OVAL
VELVET
SILVER BRAND
REGAL
FAMILY
BIGLOT
MOUNT ROYAL
MAMMOTH
NILE
CHAUDIERE
PILOT OVAL
ORIENT
NAVY
DREADNOUGHT
PRAIRIE QUEEN
GREAT WEST
MANITOBA OVAL
ALBERTA OVAL
SASKATCHEWAN OVAL
SENTRY
ADMIRAL
YORK
CZAR OVAL

You Want a Man

Then the first thing to be considered is the kind of man you are looking for.

Your business calls for a man of keen perception; an ambitious man; a man who looks to everything that helps him become efficient in the business he has chosen.

You need just such qualities in the man you are seeking, combined with specialization in your line, and the surest, quickest and most economical way to reach him is through the "WANT AD" columns of CANADIAN GROCER.

The man who takes time to study the pages of Canada's Only Weekly Grocery Paper is ambitious, progressive, has a good understanding of the grocery trade, and is more likely to fill your particular requirements than the haphazard man who never looks beyond to-day.

CANADIAN GROCER is the Trade Show Window for more than 5,600 grocers and their staffs in all parts of Canada. Your message will be read by these wide-awake business men and vour choice will be from a select field.

Furthermore, the cost is indeed a small item—2 cents a word first insertion, and 1 cent a word for each subsequent insertion. Five cents extra per insertion if replies are to be sent to Box No. in our care.

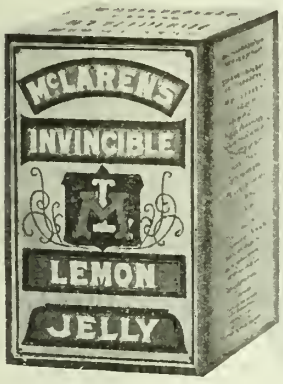
Send it right along now. Let CANADIAN GROCER find the man.

Canadian Grocer

143-153 University Avenue

TORONTO, ONTARIO

McLAREN'S INVINCIBLE



Window Trimming Contest

Every Grocer and Clerk
HAS AN EQUAL CHANCE
Every Village, Town and City
MAY COMPETE DURING
August, September and October

The Window is the life of every store. Get busy, use your best efforts to win one of our cash prizes. No show cards supplied. Read the rules carefully and get your entry coupon in the mail without delay.

CLASS ONE Centres Up to 10,000 Pop.	
1st prize	$25
2nd prize	15
3rd prize	10

CLASS TWO Towns and Cities Over 10,000	
1st prize	$25
2nd prize	15
3rd prize	10

RULES:

1—The window must be originated and dressed by a member of the firm, by a clerk or by the regular window dresser.

2—The window must contain at least four McLaren's Invincible lines, such as McLaren's Invincible Jelly Powders, McLaren's Invincible Quick Puddings, McLaren's Invincible Baking Powder, McLaren's Invincible Extracts, etc., etc.

3—Window displays are to be judged on the probable ability to attract attention and sell McLaren's Invincible Specialties.

4—Displays to appear during the months of August, September and October and must remain on display for at least one week. Contest closes October 31st.

5—Every contestant must procure a photograph and mail to McLaren's, Limited, Hamilton, so as to reach us not later than November 10th, 1919.

6—"Canadian Grocer" and a leading Toronto window trimming expert will act as judges.

Your entry coupon should be mailed at once to

McLAREN'S LIMITED
HAMILTON, ONT.

ENTRY COUPON

McLaren's Limited, Hamilton.

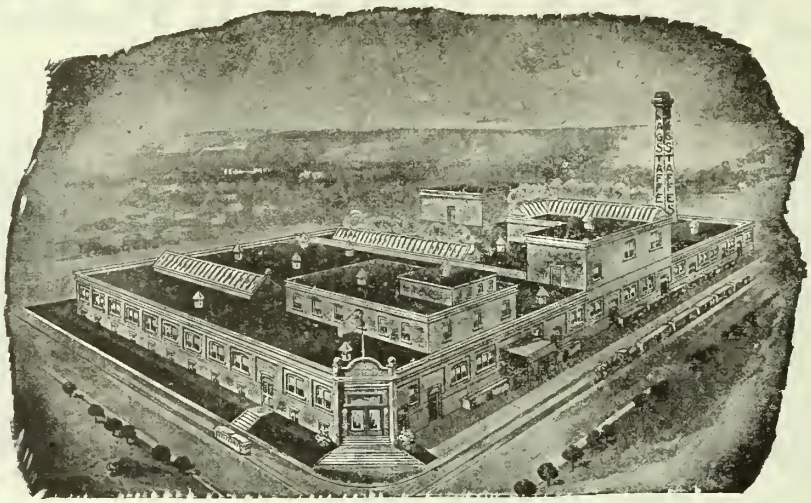
I agree to enter the window trimming contest according to the rules given.

.....

.....

.....

Prepared in Copper Kettles Boiled in Silver Pans



Packed in Gold Lined Pails and Glass Jars

THE MOST MODERN AND UP-TO-DATE FRUIT PRESERVING FACTORY IN CANADA

WAGSTAFFE'S

NEW SEASON'S 1919

STRAWBERRY JAM

Now Ready for Delivery

Order from Your Wholesale Grocer

WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON CANADA

The Color-Magic in Oranges

Make a simple One-Week Test in your window to see how it attracts the best trade to your store.

Thousands of merchants have won leadership in this way in their neighborhoods.

THE color of oranges appeals to the eye as few other colors do. Thus Nature has attracted people to the orange and has made it its own best salesman.

Window displays of oranges draw trade into stores from clear across the street. Merchants who have noticed it now display oranges in this way as a definite policy of their stores.

Make Your Test

Try it in your store. Don't arrange them in pyramids, don't go to much trouble. It isn't necessary. Simply make a mass display. Empty three or four boxes—more if you have them—into a part of your window.

Put attractive prices on them—odd-penny prices, preferably, and leave the display there for a week; selling from the window, and constantly replenishing the fruit.

See how the color attracts, see how they sell, how you increase your turn-over and how you multiply your profits.

Use the Advertised Oranges

Make your display with Sunkist Oranges and mark the name "Sunkist" on the price cards that you place on the fruit. These oranges are the best known because they are advertised to millions of women every month, so they are the most acceptable.

Try this plan for a week beginning today. Note the results you get. You'll make it a permanent display when you learn the advantages to your entire line of goods in making your store famous in your neighborhood for good fruit.

Many a merchant has won leadership in his locality in building up a specialty in oranges.

Let a One-Week Test indicate to you what you can do in yours.

We'll Help

We are aiding thousands of retailers in promoting their sales and we want to help you too. We give you eleven different options in the selection of material with which to make displays and otherwise advertise your store.

Send the coupon for our "Merchant's Display Material Option List" and choose what you want from it.

Do it now. Mail the coupon before you forget it, and begin making more money on your fruit.

Sunkist

Uniformly Good Oranges

The Best Fruit to Display

California Fruit Growers Exchange

A Non-Profit, Co-operative Organization of 10,000 Growers

Los Angeles, California

We will send you a booklet telling about "The Exchange" and how it operates to your benefit.

California Fruit Growers Exchange

Los Angeles, California

Please send me your "Merchants Display Material Option List" without any obligation on my part.

Name .....

Street .....

City..... State.....

1919 Pack Now Ready

WETHEY'S Pure Strawberry Jam

has been rightly named "the consumer's delight"

The Wethey Label Perfects The Table

Order from your Jobber or write us direct

J. H. WETHEY, LIMITED

St. Catharines, Ontario

It is repeat sales that make your profit—and DEL MONTE Products are great repeaters because they have the quality that brings customers back for more.

Every EUREKA Refrigerator

is equipped with the Eureka patented cold dry air circulation system.

And

because of the system and of the conscientious construction of the Eureka Refrigerator, every inch of the cooling chamber is equally good for the successful conservation of perishable foodstuffs.

Ask a brother merchant who has one.

Satisfied customers our best ad.

EUREKA REFRIGERATOR CO., LTD.

Head Office: Owen Sound

Branches: Toronto, Hamilton, Montreal, Calgary, Halifax

No. 19
Eureka Refrigerators

FOWLER'S PRODUCTS
"Are Better"

Fowler's Wantmore Peanut Butter. "The Finest Spread for Bread."

Fowler's Electropure Ciders. "The Great Refreshers."

Fowler's Wantmore Salted Peanuts. "Nuts that taste Better."

All of Fowler's Products are made so good that MILLIONS USE THEM.

R. L. FOWLER & CO., Limited
Manufacturers

Factories at Calgary, Saskatoon, Regina.
Head Office—Calgary, Canada.
Genest & Genest, Ltd., Montreal,
Representatives for Province of Quebec.
Jas. Nolan, Winnipeg,
Representatives for Province of Manitoba.
W. H. Edgett, Ltd., Vancouver,
Representatives for Western British Columbia.

MACARONI

The pure food that builds Muscle and Bone at small expense

FULLY GUARANTEED and Very Profitable to the Grocer.

MANUFACTURED BY THE
Columbia Macaroni Co.
LIMITED
LETHBRIDGE ALTA.

This space, small though it is, is capable of producing big results if used continuously and judiciously.

HOPS

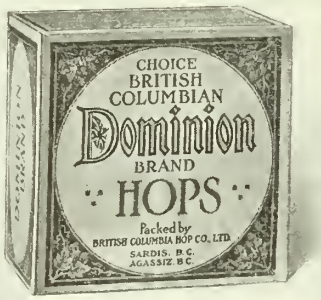
In Quarter and Half Pound
Full and Short Weight Packages

BUY DIRECT FROM THE PRODUCER

BRITISH COLUMBIA HOP CO., LTD.

Ranches located at Sardis, Agassiz, B.C.

Head Sales Office:
235 Pine Street,
San Francisco,
California.



Largest Hop Growers in Canada

Write for Prices—Samples

Agents: for Western Canada, Donald H. Bain Co., Winnipeg, Man.
Ontario: Raymond & Raymond, London, Ontario.
Quebec: Arthur P. Tippett & Co., Montreal, Quebec.

DESICCATED COCOANUT

We import direct from our own mills at Colombo, Ceylon, and stand behind the quality of our goods. The prices we quote are rock-bottom. Let us quote you on your next requirements.

Our agents are:

Tees & Persse, Ltd., Winnipeg, Fort William, Regina, Saskatoon, Moose Jaw; Tees & Persse of Alberta, Ltd., Calgary, Edmonton. Newton A. Hill, Toronto, Ont.; E. T. Sturdee, St. John, N.B.; R. F. Cream & Co., Ltd., Quebec, Que.; J. W. Gorham & Co., Halifax, N.S.; C. T. Nelson, Victoria, B.C.

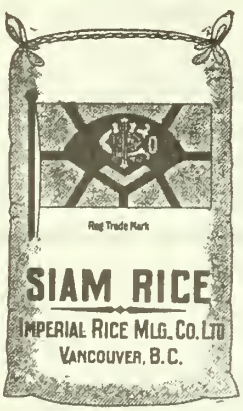
Dodwell & Co., Ltd.

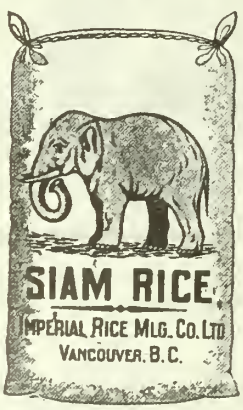
Importers & Exporters

VANCOUVER

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.





We are offering the best value in Rice on the Canadian market to-day.

SNOW CAP PILCHARDS

Delectable and Dainty Hand Packed

BY

The Nootka Packing Co., Ltd.

NOOTKA, B.C.

Packed in 1 lb. Talls and 1-2 lb. Flats.
Sold By Your Jobber.

EXCLUSIVE DISTRIBUTORS

Dodwell & Co., Limited

VANCOUVER, B.C.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcement appear on this page.

BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

C. T. NELSON
GROCERY BROKER
165 Hibben-Bone Bldg., Victoria, B.C.
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Live men calling on retail trade.
VICTORIA VANCOUVER

KELLEY-CLARKE CO.
VANCOUVER, B.C.
GROCERY AND SALMON BROKERS
MANUFACTURERS' AGENTS
Offices also at Seattle, Tacoma and Spokane, Wash.; Portland, Ore.; San Francisco, Los Angeles, Cal.; Boise, Idaho; New York City.

B.C. Market?
We can place one or two good Specialty lines.
Our firm has back of it a 15 years' success reputation.
We have a staff of aggressive salesmen and first-class storage and warehousing facilities.
Write us if you want real representation.
Little Bros. Ltd.
VANCOUVER

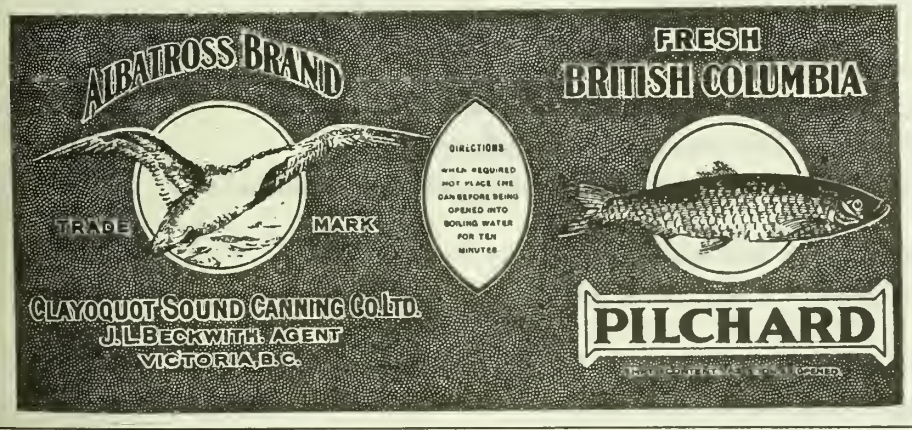
M. DESBRISAY & CO.
Salmon Canners and Manufacturers' Agents
VANCOUVER, B.C.
Our organization is equipped to handle any manufacturers' line.
Our salesmen get results.

North West Trading Co., Ltd.
Importers of Australian and Oriental Produce
SALMON BROKERS
DOMINION BLDG. VANCOUVER

SAY YOU SAW IT IN CANADIAN GROCER

EXCELLENT FACILITIES FOR SELLING AND DISTRIBUTING
FREE and BONDED WAREHOUSE
CAMPBELL BROKERAGE CO.
860 CAMBIE ST. - - VANCOUVER

PETER LUND & COMPANY
MANUFACTURERS AGENTS
Can sell, and if required, finance one or two additional staple lines for
British Columbia Territory
Interested manufacturers please communicate
505 Metropolitan Bldg. Vancouver, B.C.
Reference: Merchants Bank of Canada, Vancouver, B.C.



Your Customers Will Like
ALBATROSS BRAND PILCHARD
It is a wholesome and delicious Sea Food and with the prevailing big demand for fish dealers will find Albatross Brand Pilchards a quick-mover and a good money-maker, too.
Clayoquot-Sound Canning Co., Ltd.
J. L. BECKWITH, Agent
VICTORIA - B.C.

Watson's
FISH PASTE
in 4 oz.
GLASS JARS
BLOATER
ANCHOVY
SARDINE
SALMON
Packed by— WATSON BROS. FISHING & PACKING CO., LTD., VANCOUVER

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN PROVINCES

A. M. Maclure & Co.
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

Wholesale Grocery Brokers
Commission Merchants
410 Chamber of Commerce, Winnipeg
Personal attention given to all business entrusted to us.
Correspondence Solicited. Established here 1900.
GEORGE ADAM & CO.

ALEX. BAIRD LTD.
Manufacturers' Agents
300 Montreal Trust Bldg.
WINNIPEG, MAN.
Correspondence Solicited

C. H. GRANT CO.
Wholesale Commission Brokers and Manufacturers' Agents
810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

W. L. Mackenzie & Co., Ltd.
Head Office: Winnipeg
Branches at
Regina, Saskatoon, Calgary, Edmonton

Joseph E. Huxley & Co.
Wholesale Grocery Commission Agents
WINNIPEG CANADA

Macdonald, Adams Company
Brokers and Manufacturers' Agents
Open to negotiate for new lines of Grocery Specialties in Western Canada
502 Avenue Building, Winnipeg

The McLay Brokerage Co.
Wholesale
Commission Merchants and Brokers
Write Us Regarding Your Account
Winnipeg

See Page 72 of this Issue, it will interest you. It has helped others, it may help you.

Donald H. Bain Co.

WHOLESALE GROCERY COMMISSION AGENTS

A sales force of competent men.
Ample capital—and the reliability that goes with it.
A record of results—and the prestige that follows it.
An energetic, result-getting organization—with satisfied clients to prove it.
Are all at your disposal if WE represent you.
Every branch a business in itself, directed by capable, experienced managers.
All varieties of Food Products.
If you want results get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER
ALSO AT 60 CHEAPSIDE, LONDON, E.C. 2, ENGLAND

Canada Food Board License No. 6—450

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.

The Largest in Western Canada

We are the largest Storage Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated Warehouse. Excellent Track facilities. The Western House for Service.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

F. D. Cockburn Co., 149 Notre Dame Ave. E., Winnipeg

We represent some of the best manufacturers and will give your line the same attention. From Port Arthur to the Rockies we represent, among other lines, Jireh Food Co., Jas. Epps & Co., Ltd., and Kerr Bros.

SIX HOUSES IN WESTERN CANADA

W. H. ESCOTT CO., LIMITED	Winnipeg, Man.	W. H. ESCOTT CO., LIMITED	Calgary, Alta.
W. H. ESCOTT CO., LIMITED	Saskatoon, Sask.	W. H. ESCOTT CO., LIMITED,	Fort William, Ont.
W. H. ESCOTT CO., LIMITED	Regina, Sask.	W. H. ESCOTT CO., LIMITED	Edmonton, Alta.

WHOLESALE GROCERY BROKERS, MANUFACTURERS' AGENTS, IMPORTERS

Consignments Solicited HEAD OFFICE: 181-183 Bannatyne Ave. East, WINNIPEG *Write Us*

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN CANADA

CHRISTIE'S BISCUITS
AND
ROBERTSON'S CONFECTIONERY

are both marketed in Western Canada by us.
Both lines are having big sales.
For the same reason your goods should be among the big sellers.

Scott-Bathgate Company, Ltd.
Wholesale Grocery Brokers and Manufacturers' Agents
149 Notre Dame Ave., East
WINNIPEG

"Always On The Job"

The H. L. Perry Co., Ltd., 214-216 Princess St., Winnipeg

As your Selling Agents, we can make a big success of your Account.

STORAGE DISTRIBUTING FORWARDING

ALBERTA

D. J. MacLeod & Co.
Manufacturers' Agents and Grocery Brokers
EDMONTON, ALTA.
Open to negotiate for new lines in Alberta. Our staff calls on wholesale trade and does detail work.

B. M. Henderson Brokerage, Ltd.
106-7 Adams Building, Edmonton, Alta.
(Brokers Exclusively)
Dried Fruits, Nuts, Beans, Jams, Cereals, Fresh Fruits and Vegetables.

MacCosham Storage & Distributing Co., Limited
MacCosham Bldg., Edmonton, Alberta
CARLOAD DISTRIBUTORS, CARTAGE AND WAREHOUSEMEN
Free and Bonded Storage
5 floors---60,000 sq. feet.

SAY YOU SAW IT IN CANADIAN GROCER WHEN WRITING TO ADVERTISERS

PACIFIC CARTAGE CO.
C.P.R. Carters
Office: C.P.R. Freight Sheds CALGARY
Distribution of Cars a Specialty
Storage and Forwarding Prompt Service

Say you saw it in Canadian Grocer, it will identify you.

Watson & Truesdale, Winnipeg

Have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRI-
BUTION

A BRANCH HOUSE WITHOUT THE COST OF MANAGEMENT

The Regina Cold Storage & Forwarding Co. Ltd.

Regina - Saskatchewan

COLD STORAGE WAREHOUSING CAR DISTRIBUTION

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

T. M. SIBBALD & SON
GROCERY BROKERS
Agent for KELLOGG'S Toasted Cornflakes
Another Agency Solicited
311 KING ST. E. - TORONTO
Storage and Bonded Warehouses

MACLURE & LANGLEY
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

LOGGIE, SONS & CO.
Merchandise Brokers and Manufacturers' Agents
Grocery, Drug and Confectionery Specialties
Foy Building, - 32 Front Street
TORONTO - ONTARIO

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

Looking Ahead!

WHEN planning for increased trade in the future, don't forget the little things that count.

Often enough it's the QUALITY in a *5 cent* purchase that leads to a *5 dollar* sale.

You may be sure that's one reason why the *growing* Grocery Stores sell

OCEAN BLUE

In Squares and Bags
Order from your Wholesaler

HARGREAVES (CANADA) Limited.
The Gray Building, 24 & 26 Wellington St. W., Toronto.

Western Agents: For Manitoba, Saskatchewan and Alberta: W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon: Creedon & Avery, Rooms 5 and 6, Jones Block, 407 Hastings Street West, Vancouver, B.C.

Furnivall's

Made from Quality Fruits, Pure Cane Sugar, and made by experts with whom the making of better jam is an exact science. These are reasons for Furnivall's Jam popularity.

FURNIVALL-NEW,
Limited
Hamilton Canada
Canada Food Board License, No. 14-167

AGENTS—The City of Ottawa and the Lower Provinces (except Cape Breton): Messrs. Geo. Hodge & Son, Ltd., Montreal, Que. Ontario: MacLaren Imperial Cheese Co., Ltd., Toronto, Ont. Manitoba: H. L. Perry Co., Winnipeg, Man. Hamilton: J. T. Price & Co. Cape Breton, N.S.: O. N. Mann, Turnbull Bldg., Sydney, N.S.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcement appear on this page.

QUEBEC

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO
Canadian Food Control License Nos. 6-236/7/8

THE S. G. BENDON UTILITY CO.
Brokers and Commission Agents
30 St. Francis Xavier St., Montreal
Our Motto: Always at Your Service

JOHN E TURTON
Wholesale Grocery Broker
BOARD OF TRADE BUILDING
MONTREAL

Established 1889
HOWE, McINTYRE Company
Grocery Brokers, Importers and Manufacturers' Agents.
91-93, Youville Square,
MONTREAL .·. CANADA

J. C. THOMPSON COMPANY
Brokers and Commission Agents
Montreal, P.Q.

MARITIME PROVINCES

GAETZ & CO.
MANUFACTURERS' AGENTS AND GROCERY BROKERS
47-49 Upper Water St., Halifax, N.S.

Paul F. Gauvreau
Wholesale Broker
FLOUR, FEEDS AND CEREALS
84, St. Peter Street, Quebec
Am buyer of Peas, Beans, mixed Grain of all kinds. Mail samples and prices. Need big quantities to fill contracts.

J. L. FREEMAN & CO.
Wholesale Grocery Brokers
ROOM 122 BOARD OF TRADE BUILDING - Montreal

WHEN WRITING ADVERTISERS KINDLY MENTION THIS PAPER

Man Left You, Did He?

And for the life of you you don't know where to find another to replace him. Well, our advice to you—and it's good advice—is: Find him by advertising—a small condensed advertisement in CANADIAN GROCER.

If you wanted a blacksmith, we wouldn't recommend CANADIAN GROCER, but when it comes to finding a man for the grocery business, honestly we don't know of a better or cheaper way of finding him than the use of CANADIAN GROCER.

The way to find the man you want is to look for him where he is likely to be found—in the grocery business.

Rate is 2 cents a word first insertion and 1 cent per word each subsequent insertion. Five cents additional per insertion when replies are to be sent to Box Number in our care.
Send your advertisement and remittance to

Canadian Grocer Want Ads.

143-153 University Avenue
TORONTO

Check Crooks May Rob You

$10.00

If your Jobber cannot Supply You, write us

Don't suppose because you have never had one of your checks raised, you never will

YOU DON'T KNOW into whose hands your check passes before it is cashed.

Over $20,000,000 was lost to check crooks last year through small **unprotected** checks.

What safeguards are YOU using? What evidence can you show if the bank cashes a check raised by some crook and lays the responsibility on you?

The jobbers are co-operating to keep the check crooks away from the grocery business. They have arranged to secure a supply of DIMUNETTE Check Protectors.

This simple sturdy device is made by the **oldest** concern of its kind in the world. It gives "standard protection"—that is, it shreds the paper and impregnates it with acid-proof ink—in one simple operation.

It defies the skill of any check crook—it has **never failed.**

Isn't it worth $10.00 to have the absolute surety, the peace of mind the Dimunette brings?

W. G. PATRICK & CO., Limited
MONTREAL TORONTO WINNIPEG

DIMUNETTE CHECK PROTECTOR
For Personal and Business Use.

MACDONALD'S Popular Brands

"The Tobacco with a heart"—Macdonald's trade mark of quality—have been the popular plug tobaccos since 1858. Order Macdonald's and ensure satisfied customers.

Plug Smoking

"British Consols"
"Brier"
"Index"

Trade Mark Registered

Plug Chewing

"Prince of Wales"
"Napoleon"
"Black Rod" (Twist)
"Crown"

Trade Mark Registered

W. C. MACDONALD, REG'D.
Established Over 60 Years *Incorporated.*
MONTREAL, QUE.

Telegrams and Cables—LANDAUER, LONDON
Standard Codes Employed

Established 1878

LANDAUER & CO.

36 Fenchurch Street, LONDON, E.C. 3, ENGLAND

IMPORTERS, EXPORTERS and GENERAL : PRODUCE MERCHANTS :

Keenly interested in all descriptions of CANNED GOODS
Specifically APPLES, PEARS and MEATS

SHIPPERS, PACKERS and EXPORTERS INVITED TO CORRESPOND

Bankers: ROYAL BANK OF SCOTLAND

JAMS
MARMALADES
PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

Cable: Lamberton, Glasgow.
Codes: A.B.C. 4th and 5th Editions.

CONFECTIONERY
MARZIPAN
CHOCOLATE

Agents
Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada
Lind Brokerage Co., Ltd., Toronto

Famous for Quality

"SALADA"

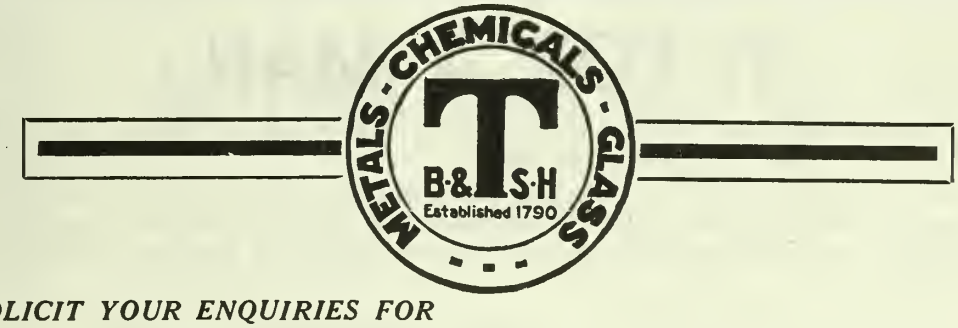
is tea in all its native purity and garden freshness. For twenty-seven years its high standard of quality has been consistently, unswervingly maintained.

A tea that does credit to your recommendation.

"SALADA"

LONDON, ENG. BUFFALO NEW YORK TORONTO MONTREAL BOSTON CHICAGO DETROIT

NEW TORONTO WAREHOUSE: 461 KING STREET WEST



WE SOLICIT YOUR ENQUIRIES FOR

English Castor Oil
In Barrels or Cases
Cream of Tartar
Cream of Tartar Substitute
Bicarbonate of Soda
Borax, Glycerine, Blue Vitriol
Citric Acid, Tartaric Acid

FULL PARTICULARS OF THE ABOVE GLADLY SUPPLIED ON REQUEST

B.&S.H.THOMPSON
& COMPANY LIMITED
MONTREAL

Branches: TORONTO WINNIPEG VANCOUVER NEW GLASGOW, N.S.

BEAVER BRAND
Canned Chicken

Now is the time to put in your supplies for canned chicken, and the quantity we have to offer is limited.

1 lb. Tall Tins, 4 Dozen to Case

and guaranteed absolutely first quality. If your stock is low, order now and ensure your supply, as we will not have further goods to offer until the new pack this fall.

Prices and samples furnished on application.

J. W. WINDSOR, LIMITED
MONTREAL, QUE.

$1 FOR A MAN

Perhaps you want a good man for your office, or store, or warehouse, or for the "road?" Would you pay $1 to find a good man? Sure you would.

WHAT are you doing about it? We suggest that you advertise in CANADIAN GROCER—condensed advertisement, 2 cents a word. Make the advertisement brief as a telegram; but make it explicit. Tell all the other man wants to know—except your identity in the first instance. Use a box number to hide this.

Some man somewhere would like, probably, to tie up with you,—if your proposition is good. At the same time good men are scarce—very scarce. So you'll have to do some bidding.

This means—keep on repeating the insertion of your advertisement—"until forbid."

It's reasonable to keep on. Hunting for a hard thing to find usually requires a long search. All CANADIAN GROCER can do is to put your advertisement in 5,600 places where men of the type you may want are likely to be found. We can't make men reply to advertisements—any more than the postman can make people to whom he delivers letters reply to them. We're pretty much like the postman.

But we go to 5,600 and more likely places, remember that. No other single newspaper in the world gets into 5,600 Canadian grocery houses. So if you are in dead earnest about finding a man use CANADIAN GROCER. Rates—two cents per word first insertion and one cent per word each subsequent insertion, with five cents extra per insertion when replies are to be sent to Box No. in our care. Address:

CANADIAN GROCER WANT ADS.
153 UNIVERSITY AVENUE, TORONTO

Some People Are Born "Lucky"

People are often apt to believe that because a man achieves a big success he is born under a "lucky" star.

Generally, if you will look into things closely you will find that there are sound reasons for his success.

The same holds true of products. There are sound reasons why some products score a big success while others fail.

Just think of the number of package teas that have been put on the market only to vanish after a brief stay —while Red Rose Tea has marched from success to success.

The reason for Red Rose Tea's success is its distinctive quality—and the maintaining of the same standard year in and year out.

Red Rose Tea consists chiefly of ASSAM teas—the richest and strongest grown in the world. Skillful blending not only produces the distinctive and exclusive Red Rose flavor, but keeps the quality the same at all times.

The success of each individual grocer's tea department also depends on quality and uniformity. The grocer who makes Red Rose Tea his "Leader" is building up a tea trade on a sound and profitable basis.

T. H. Estabrooks Co., Limited

St. John Montreal Toronto Winnipeg Calgary Edmonton

The Best Spread There Is For Bread

Critical Tastes Agree That

NUTRO PEANUT BUTTER

Is Supremely Delicious

Put up in 1, 5, 15 and 55-lb. tins. Distributed in Ontario and Quebec through **C. Morris & Co., C.P.R. Building, Toronto.** Dealers in Manitoba, Saskatchewan, Alberta and B.C. should order direct from

Kelly Confection Company, Limited

VANCOUVER, B. C.

Man Left You, Did He?

And for the life of you you don't know where to find another to replace him. Well, our advice to you—and it's good advice—is: Find him by advertising — a small condensed advertisement in CANADIAN GROCER.

If you wanted a blacksmith, we wouldn't recommend CANADIAN GROCER, but when it comes to finding a man for the grocery business, honestly we don't know of a better or cheaper way of finding him than the use of CANADIAN GROCER.

The way to find the man you want is to look for him where he is likely to be found—in the grocery business.

Rate is 2 cents a word first insertion and 1 cent per word each subsequent insertion. Five cents additional per insertion when replies are to be sent to Box Number in our care. Send your advertisement and remittance to

Canadian Grocer Want Ads. 143-153 University Avenue TORONTO

Robinson's "Patent" Groats and Robinson's "Patent" Barley

have acquired a reputation for quality that is a big factor in creating and maintaining a big demand.

Tell your customers you sell Robinson's—and have your stock of Robinson's "Patent" Groats and Robinson's "Patent" Barley placed where it can be easily seen.

MAGOR, SON and COMPANY, LIMITED

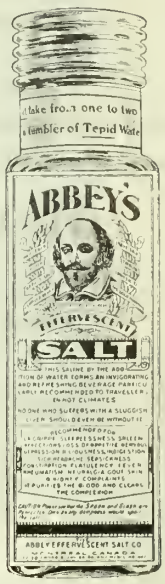
191 ST. PAUL ST. W., MONTREAL 30 CHURCH STREET, TORONTO

Abbey's EFFERVESCENT SALT

A Healthful Thirst Quencher

Makes Life WORTH LIVING

Tell Your Customers What A Pleasant Summer Drink it Makes



ABBEY'S SALT has a sound selling argument for every month in the year. This is why it sells briskly all the year round.

For July and August, recommend ABBEY'S SALT as a beverage to quench the thirst.

It makes a sparkling, refreshing summer drink; slightly tart and wholly agreeable; and a valuable aid in keeping the whole system in a regular, orderly condition.

THE ABBEY EFFERVESCENT SALT CO., MONTREAL

CANADIAN GROCER

Vol. XXXIII. TORONTO, JULY 4, 1919 No. 27

Laundry and Toilet Soaps Advance

Strength in Raw Materials and Decline in Glycerine, Due to Lack of Demand, Boosts Market for Soap in Both Canada and United States

THROUGHOUT Canada and the United States there has been an almost general advance on soap, including both laundry and toilet varieties. The rise in prices on laundry soaps represents a gain of from 40 to 50 cents, but in most instances it is 50 cents. On the toilet soaps it is an increase of fifteen per cent., and manufacturers state that even at this advance they are operating at a loss, and further enhancement of values in toilet soaps is not thought unlikely. The prediction in CANADIAN GROCER a month or two ago that the market tendencies in soap were decidedly upward, and prices were more likely to see advances than declines, seems to have been pretty well founded, judging from the present strength of the market. Opinion seems to be pretty well agreed that values will remain high for some time to come, at least, just as long as quotations on fats and oils remain as they are at present.

Rapid Jump in Raw Materials

John Millar, general manager of Lever Bros., manufacturers of Surprise, Comfort, Sunlight, Lifebuoy soaps and borax, told CANADIAN GROCER that the advance is due to the rapid advance in the price of raw materials, and the decline in the price of glycerine. The decline in glycerine, which is a by-product in soap making, increases the cost of fats and oils by at least four cents per pound. As fats and oils are at practically war-time levels, Mr. Millar pointed out, this makes an increase in soap making material of approximately four cents per pound. Then again labor and coal have advanced 100 per cent., and, of course, are important factors in the manufacture of soap. Neither show any indication of declining, but rather both are on the up grade. There is also likely to be a tremendous demand for fats and oils for Europe for some time to come, so altogether, Mr. Millar does not see where there is any relief in sight.

No Demand for Glycerine

A very important condition in the present advance is that arising out of the market situation in glycerine. The lack of demand has dropped the price of the crude article from 48 cents to 8 cents per pound. During the war, soap manufacturers received a good figure for their glycerine, thus enabling them to keep the price of soap down to what they claimed were reasonable levels. The fact that there is about ten per cent. glycerine in most soap making fats and oils makes a difference of about four cents per pound on tallows and fats. Fats and oils declined in price in the early months of this year, but are now held at and above war-time figures. The better grades of tallow are fully five cents per pound higher than during the period of the war. Sunlight, Comfort and Surprise soaps have advanced 50 cents per case, to $8.25, while Lifebuoy soap has arisen to $7 per case, a gain of 40 cents.

Toilet Soap Up 15 Per Cent.

A. P. Taylor, of John Taylor and Co., soap manufacturers, of Toronto, told CANADIAN GROCER that practically the same conditions applied to the manufacture of toilet soaps as to the laundry kind, only much more intensified. The quality of the fats and oils utilized in making toilet soaps are of a higher standard, being edible fats. The cost of these, of course, is much higher. Toilet soaps have advanced 15 per cent., but Mr. Taylor looks for further advances before very long. For some months past, he states, manufacturers have been operating at a loss, and even the present jump in values will not cover a profitable return. To have really covered their losses, the increase should have been 30 per cent. Toilet soaps, at the new price, in gross lots, are quoted at $11.40, as compared with the former quotation of $10 per gross.

The management of the Palmolive Company have not changed their prices, but stated to CANADIAN GROCER that the strength of the prices for raw materials have rendered the market for their soap very firm. No immediate change was contemplated in present values. Palmolive soap is selling to the trade at $16 gross.

Signing of Peace Will Not Ease Prices

Temporary Rise in a Good Many Foodstuffs is Expected With the Prospect of New European Markets Being Opened

THE signing of peace may mean a temporary rise in the price of many foodstuffs, according to well-founded opinion. Supplies of commodities are far from being replenished, and there can be no general reduction of prices until there is a surplus of supplies. In the words of those in a position to know, that surplus seems a long way off, when the wants of desolated Europe are considered. More production is the solution, but just at present, with the possibility of Germany and Austria coming into the market for foodstuffs, there seems no doubt that ruling prices will be very strong. The chief difficulty in the way of these countries constituting themselves big buyers in the world's markets will be a financial one. The question of raising credits will be of chief concern to the bankrupt countries, and may not easily be arranged. However, as it has been pointed out, the Allies have to face the fact that if they are to receive from Germany a great contribution to their war expenses they must first of all help her to become again an industrial nation. An indemnity must be paid in kind. Therefore Germany must manufacture, and it

follows that the acceptance of an indemnity forces the Allies to trade with her. It will be some time before production in these warring countries will again have attained to normal. They will be dependent on more productive lands for some time to come, and America is bound to play a large part in supplying these people with food.

Stocks of cattle in Europe have long since been very seriously depleted, and Canada and the United States will be looked to to provide meats. Authoritative opinion is to the effect that Canada's exports in beef, pork, and pork products will be very heavy indeed. This undoubtedly will tend to keep prices at very strong levels, and cheaper beef or pork in the near future is not thought likely.

Meat Prices to Remain Firm

The consensus of opinion among people handling foodstuffs is that prices will be higher in the next couple of months, J. S. McLean, of the Harris Abattoir, Toronto, told CANADIAN GROCER, but that in September, or more likely later in the fall, there should be a return to more normal levels. Mr. McLean did not think that the signing of peace would mean any heavier export of foodstuffs, as he did not think it could be much heavier than it has been in the past few months. "Exports of beef, pork, and pork products have been enormous of late," he said. "The American market has been shipping largely to Europe, supplying the needs of devastated France and Belgium. These countries are likely to need foodstuffs for some time to come, but the signing of peace having been anticipated, immense quantities have already gone forward to these countries. Canadian products have largely gone to England, as has always been the case. There is little likelihood that Canadian foodstuffs will be used to relieve Europe."

The increased "runs" of cattle and hogs in the fall months should have the effect of lowering prices, and Mr. McLean looks to the last part of the year for easier levels in the livestock market. A big wheat crop, too, should have the right influence on the cost of living.

Europe Will Want Tea

J. L. Watt, of Watt and Scott, Toronto, tea importers, believes that higher prices are going to rule on teas. Primary markets, he states, have already advanced, in anticipation of large orders from Europe. Germany and Austria, while formerly not heavy tea drinkers as compared with coffee, have become more so during the years of the war. As the war is over, the blockade against Germany must be lifted. There is bound to be a great rush for teas in the opinion of Mr. Watt. Importers are buying all the Ceylon teas that they can get their hands on. The exchange situation, too, is such that the markets are very uncertain. Another advance in exchange on Ceylon is expected. Exchange is at present 1s. 8⅝d. on the rupee, representing a premium of 25 per cent. on the value of the rupee.

The normal consumption of Ceylon teas in the United States and Canada is thirty million pounds a year. Shipments in six months have only totalled 4,600,000 pounds, an eighth of normal importations. Good teas are exceedingly scarce, largely due to the fact that a surplus of Java teas at the end of 1918 resulted in light receipts of Ceylon goods. Orders are now going out to Ceylon very freely, notwithstanding the unfavorable market conditions. Stocks of Javas are being rapidly depleted, and the three cents a pound discriminating duty against them is likely to detor the possibility of getting any great supply of Javas, consequently Mr. Watt is of the opinion that tea will not decline but that price tendencies will be towards higher levels.

C. N. Wrenshall, of White Swan Spices and Cereals Ltd., Toronto, told CANADIAN GROCER that with the prospect of new markets at the signing of peace it might have the effect of stimulating quotations on spices, that is, before normal conditions were finally re-established. With Austria and Germany again in the market for these lines, demand was likely to be much increased. However, primary markets, he said, were rather unsettled at the present, and it was difficult to say just what the price trend will be. In the matter of cereals, Mr. Wrenshall believed that with the removal of the fixed price on wheat the tendency of prices would be downward as there was an oversupply.

Gordon Doddington of the Western Canada Flour Mills does not look for any change in the flour situation as a result of the signing of peace. "We don't look for any change until next September," he said. "It will all depend on what action the Government will take in regard to the fixed price of wheat." When asked if he thought the Government would again set the price, he stated that he believed it was likely that a minimum figure might be fixed in order to stabilize the Canadian market with that of the United States, where the wheat price has already been settled for next year.

Making a Specialty of Fruit

Cobourg, Ont., Store Finds This Department the Bulk of Its Summer Business—Buying Soft Fruits by the Carload —Fruit Sales Are a Great Drawing Card For Other Trade.

H. CROZIER, King St., Cobourg, Ont., is doing a tremendous business in fresh fruits, the year round, but in Summer, however, the trade in fruit assumes enormous proportions. "In fact the bulk of our business is in fruit," the manager told CANADIAN GROCER. The business, while still carried on under the name of H. Crozier, is managed by the late Mr. Crozier's daughter. "We sold over 20,000 boxes of strawberries last season," she told the GROCER representative, "and we look to do much more this year, because the crop promises better returns. Raspberries are not so heavy, but in the peach season we bring in a car at a time." In the Summer months this firm specializes in fruit, pushing it each Summer now for years, until now they have a reputation for fruit sales that is almost unexcelled. While the general grocery trade is a smaller end of the business than fruit in the Summer months, the latter has been the means of stimulating trade in the former, in a very large degree. In selling people fruit, this store finds it very often the case of securing an order for groceries as well. In this way, frequently new business is created.

TARIFF COMPARISONS ON SUGAR

CANADIAN GROCER has had an inquiry, in regard to the taxes on sugar, and the increases of the same, since the war. The appended table shows the tariff on sugar as effective May 13th, 1913, and as increased by Order-in-Council, August 21st, 1914:

	British Preference.		General Tariff.	
	1913.	1914.	1913.	1914.
All sugar above No. 16 Dutch standard in color and all refined sugars—basis 88 per cent.	$0.72	$1.52	$0.93	$1.93
And each additional degree over 88 per cent. per 100 lbs.	.01	.01	.01 1-3	.01 1-3
Equals for 100 per cent.	.84	1.64	1.09	2.09
Raw sugar not above 16 Dutch standard in color—basis 75 per cent.	.25	.88	.31¼	1.11¼
And each additional degree over 75 per cent. per 100 lbs.				
Equals for 96 per cent.	.40¾	1.03¾	.57¾	1.37½
And for 100 per cent.	.43¾	1.06¾	.62¾	1.42½

The increase in the tariff for 1914 was a war measure to provide revenue and is covered by Department of Customs' Memorandum No. 1811 B, covering a selected list of articles on which the duties were increased, effective August 21st, 1914.

When the War Surtax of 5 per cent. on British Preference and 7½ per cent. on general tariff was introduced February 12th, 1915, same did not apply on sugar, which was among certain specified exempted articles, see Customs Memorandum 1890 B.

Making Friends Through Advertising

The Pharmacy a Unique Store of Pilot Mound, Man., That Developed From a Drug Store to a Drug Grocery and Ice Cream Parlor, and Developed Successfully, Has Encouraged the Public Confidence and Gained the Public Good-Will by Systematic, Forceful Advertising

A DRUG store and a grocery combined.

This extraordinary combination of trade has been operated for two years in Pilot Mound, Man., by Dr. Cohoe. The result has not only been eminently successful, but the custom attracted by the grocer trade has resulted in increasing the drug business 25 per cent. during each year it has been in operation. The store is run on a strictly cash business in a community where the credit system has been in vogue for years and is still going strong. Here too it has attained eminent success. Its advertising in the Pilot Mound Sentinel is of such a high order as to rank as a text for country merchants all over Canada. It is to this advertising that its success is largely due. Gordon McKay, store manager, is responsible for these business-pulling announcements of which details will be given in this article.

The story of how the Pilot Mound Pharmacy came to engage in the grocery business is interesting. It appears that about three years ago one of the largest general stores in town began to cut in on the business of the local drug store by offering for sale a very extensive line of patent medicines and other articles and merchandise that had hitherto been handled exclusively by Dr. Cohoe. This was endured for several months until the falling off in business became so marked that the doctor determined to retaliate. He proceeded to rent larger quarters, and on Saturday, Mar. 3, 1917, opened up his combination store, with drugs and stationery occupying one side of it, and groceries and fruits the other. A soda fountain was placed in the centre at the rear.

The opening was marked by a three-quarter page advertisement in the local paper, which announced the inauguration of the cash system and presented a series of exceptional bargains, both in drugs and in groceries. This is how it read:

"'The Pharmacy' will open the doors of the McCullough building on Saturday morning, March 3, and just to be sure you will all come we are going to offer some exceptionally good buys. Money talks and we will have no excuse to offer if we cannot meet all prices. You will have the big advantage of seeing what you are buying and paying for just what you buy with our cash system. Your money has the same purchasing power as the next man's—we have no two prices—one price to all and that the very lowest consistent with honest goods. Come along on Saturday and see for yourself—you will be entirely welcome and the chances are if you come to see you will remain to buy. Watch us, with your co-operation, put a big dent in the H. C. of L."

Encouraging Belief in Honesty of Its Advertising

In a small corner of this advertisement The Pharmacy began its first efforts to educate the public to believe its advertising, a plan which it has kept up consistently ever since, and which tends to make the announcements of this store read convincingly and true. Using a small humorous cut of a policeman with a big club in one hand and an extended dark lantern in the other—the only cut used in the advertisement, the announcement reads:

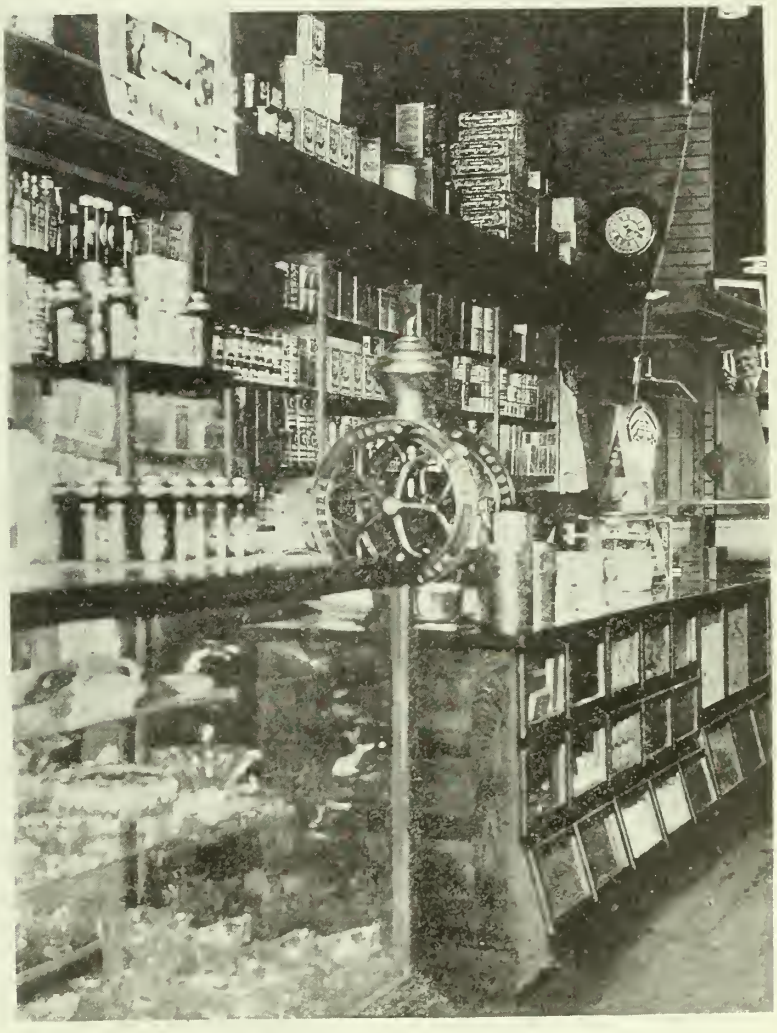
"Be on the lookout for we are going to do more advertising. We believe in it. But listen: we want you to believe that we mean what we say! So we want you to test this advertising of ours, how, where and when you will."

Another announcement a few weeks later, emphasizing this point, read as follows:

"The success of any business depends to a large extent upon the confidence the public places in the advertisements of that firm. Our constant aim will be to so conduct this business that you will know we mean what we say, and that we say what we mean. You acknowledge by your increasing support of our store that our advertising is more than mouth deep."

Another advertisement along similar lines bears the catch line: "Read it carefully. You will find it profitable to do so. It will only take you a few minutes to read this advertisement, but if you want to save a little money read it slow-

Continued on Page 31



A Section of the Combined Grocery and Drug Store of Dr. Cohoe.

LAKESIDE DELIVERY
Our ... will deliver on Wednesday at ...
as far as Senneville
...ONS ...ONG

SALADS
With the first breath of spring in the air, with the first blades of green which poke their way through the softening brown earth, the wise housekeeper realizes that the time has come to advance salads from secondary place to the important role which they, like ices, assume when warm days quicken the appetite for cool refreshing foods. A true order from nature, is this, for the cooling freshness and the mineral salts contained in salads are especially good for one at this season of the year. The dinner salad, therefore, becomes doubly important in spring and summer, and delicious salads are the basis of most perfect sum-

Brushes & Broo...
Dust Mops
Hair Fl...
Up. 1837-8-9
Up. 5720-5721

MAKU...
LARD
SCONES
Received Fresh Daily
Special Attention Given To Shipping
WALTER PAUL L...
556 UNIVERSITY STR

Lobster
Crab Meat
Shrimps
Call or Phone
WALTER PAUL Limited
556 UNIVERSITY STREET

...House Brooms
Ceiling Brooms
Turkey Feather Dusters
Wax
MOPS
Furniture Polish
...TER PAUL Limited
...rner University and Burnside.

Big Displays Build Fruit Trade

ONE of the most important things in building a fruit business with us has been that of making a big display," said R. H. Paul, of Walter Paul, Ltd., retail grocers, University Avenue, Montreal. "The customer is impressed if she sees a big display. It is just human nature to want to see a big assortment. One may be buying a tie, for instance. He only wants one, but he is more likely to buy that from the dealer who has a big assortment."

This is really a big consideration. A large array of fruit and vegetables doubtless makes an impression that has, in itself, great selling argument. It has worked with this company, and the assortment of fresh fruits and vegetables carried is always large and well-arranged; it is really compelling, from a selling view-point.

Best Grades Sold

Mr. Paul said that they had no dififculty in getting a reasonable price for fruit. 'The customer will pay a fair price, but will not pay an abnormal figure for fruit. When strawberries, for instance, are received early in the season, and command a high price of around $1 a box, customers buy carefully. Even the wealthy will buy in very small quantities, perhaps only a single box."

With a fruit trade the Paul Company feels that it is best to carry the better class of fruits, as well as of vegetables. Sound fruit is the best value, and it leaves a better impression with the buyer, even though a little higher price may have to be secured for it. In maintaining this fruit in the best possible condition, the firm uses the refrigerator for part of its stock. "The best temperature at which to keep fruit and vegetables is about 38 degrees," said Mr. Paul. "This ensures freshness for a long time, and helps to prevent waste."

Of course this temperature is made possible only through the employment of a refrigeration plant, and as the Paul Company operates its own, the desired degree of cold can be maintained at will.

Checking Up Stock—Waste Prevention

Answering CANADIAN GROCER'S question as to whether the fruit and vegetable departments were under the care of some one salesman, Mr. Paul replied that this work was divided. "One man is required to supervise the vegetables," he said, "and another the fruits. They check up the stock each day, and in this manner we know what we are short of and can order supplies as they are wanted."

It is coming to be recognized more and more that the showing of fruit in bulk is one of the most successful methods of encouraging its sale. It can be done with reasonable care. The Walter Paul Store, Montreal, safeguards itself from excessive loss by having a daily stock-taking of stocks of fruit. It entrusts the work of seeing that this stock moves regularly to one man for the fresh fruit and one for the fresh vegetables. Small baskets used for soft fruits, and newspaper advertising is used extensively to back up sales.

This keeps the stock complete. It keeps it fresh. In addition to this, it prevents a waste that would run higher than usual, were careful, daily supervision not exercised. With fruit, as every grocer knows, profits may quickly be absorbed in the waste that goes out the back door. There will be some of this, inevitably, but the desire is to reduce this to a minimum.

Supplies are looked over carefully from time to time, and with a constant vigilance, excessive waste is prevented. That the inevitable waste may be provided for, the probable amount of this is first figured into the cost. It is also arranged that any fruit or vegetables showing signs of spoiling be disposed of to the best advantage, without delay.

Displays All The Time

The Walter Paul store believes in maintaining good displays. This applies to the stock inside the store. It applies in like manner to the windows." "We always have some fruit in our windows," said Mr. Paul. It serves as a reminder to forgetful folk. Good, prime fruit is attractive, and can be so placed as to draw attention. With excellent window space, the Paul store uses the same to induce sales, and frequently special effort is made to emphasize the importance of the fruit department, by putting in a very large display, and in making this most attractive.

Within the store, the displays are excellent. They are so impressive as to command attention from every customer. Large space near the entrance of the store is devoted to the line and tables are used on which to place both fruits and fresh green vegetables.

With oranges, grapefruit, lemons, etc., the original cases are used. Various sizes are arranged on the floor, with the boxes tilted at a convenient angle. These are built up from the floor and the arrangement is made to catch the eye. Most impressive is the extensive stock, displayed with every advantage for selection on the part of the customer. Apples, pears, pineapples and, in season, peaches, plums, apricots, grapes, etc., serve to make displays that are worth while. This arrangement induces many sales every day.

For apples, pears, plums and small fruits, small cardboard baskets are employed. Large, luscious fruit appears to best advantage in these, and the average customer just wants this quantity for immediate table use. It has come to be a popular way of selling these lines.

Getting Supplies Forward

Much of the fruit and many of the vegetables sold by this firm, come in by express. Boston is a large distribution centre for the early vegetables, in particular, and it is within a stone's throw, so to speak, of Montreal. Supplies are therefore brought in from there to the

Montreal market, especially during the Winter and early Spring months. They arrive in crisp condition, and when placed on display, they practically sell themselves. Notwithstanding this, the salesman, Mr. Paul says, is a big factor. He can and does make suggestions, and as the great bulk of orders are received over the telephone, he has an opportunity to tell customers what is received fresh. "The customer gets to know the salesman, and he, in turn, the wishes of the customers," said Mr. Paul. This helps, in that the suggestion can be made as to new lines received with a good idea of what will please the customer. "We often say that we are sending up some new fruit or vegetables, and these are sent along. If the customer does not want them they may be returned."

Unquestionably one important element of fruit selling is that of securing and maintaining a quick turnover. With the daily checking of the stock, the Paul store is enabled to secure the fullest advantage of this plan.

Classy Advertising

The morning newspaper is used. The space taken is generally a two-column size, six inches deep. A special trademark with the two letters "W" and "P" are worked into the upper left-hand corner, and "Walter Paul Limited," also in a special type, appears at the foot of the advertisement. This makes a unique and distinctive announcement that is bound to be read by the women at the breakfast table, or soon after the morning meal. With a suggestion there, she may lift the receiver and ask for fresh lettuce, celery, cucumbers, salad dressings, etc.

A very suitable and "different" advertisement appeared recently and referred only to "SALADS." Beginning "With the first breath of Spring in the air, with the first blades of green which poke their way through the softening brown earth, the wise housekeeper realizes the time has come to advance salads from secondary place to the most important role, which they, like ices, assume when warm days quicken the appetite for cool, refreshing foods," and so on. Then follows suggestion for salad making, lettuce, cucumbers, tomatoes, celery, olive oil, salad dressing, salmon, crab meat and other kinds of fish, and with the important caption at the finish, "Call or phone Walter Paul, Ltd."

This is excellent advertising, and it undoubtedly pays. Wisely planned, it is safe to say that, even with the larger outlay called for by advertising in a metropolitan daily, it is sound and good merchandising help.

While not of the same nature, another advertisement recently used, and which must have been effective, was that bearing on brushes, brooms and dusters, floor wax, polishes, etc. The idea is that this is specialized advertising that makes definite, timely suggestion. Used seasonably, it is a most effective help, a good reminder, and a recognized modern plan of creating new business and holding the patronage that already trade at the store.

FACING THE MAIL ORDER COMPETITION

F. G. Leggett, a general storekeeper at Kipling, Sask., has literally taken the mail order "bull" by the horns, and proven to the satisfaction of his customers and to his own benefit that he can meet the mail order prices for any general order of goods.

Mr. Leggett is not bashful about making his claims. One of the most conspicuous things on his counter is the catalogue of a well-known Winnipeg and Toronto firm. The sales are clinched when customers are reminded that they have to wait for a considerable time before their shipments arrive from the city, and then pay full express charges on them.

CALIFORNIA MAY ENTER GRAPE JUICE BUSINESS

It is reported that the California grape growers will enter the grape juice industry in the near future.

It has been a false notion among many people that the California grapes were not adapted to the making of grape juice in any quantities, say growers who have done a lot of experimenting of recent years.

It is suggested that a new method of storing will be adopted, that of drying all of the wine grapes grown in California, keeping them in the form of raisins for any length of time, has the approval of most of the wine-grape growers, it would appear. The only difficulty is that the growers of the very delicious muscat, Thompson's seedless and the Sultana are fearful that if this is done the market price of their product will tumble.

The wine grape has the larger seed and it is expected this variety would have to be disposed of at a much lower price. However, the growers of the table varieties look with apprehension upon an invasion of the raisin market. Whether or not the prohibition law shall suffer any change whatsoever, favorable or not to the wine industry, it would now appear that all branches of the grape producing industry in California will form a closer working organization than now obtains.

The fine interior of the Walter Paul Store, Montreal.

Replacing John Barleycorn with Fruit

A Story of Meeting New Conditions of Interest to You, Whether You Sell Liquor or Not

By HENRY JOHNSON, Jr.

IN a certain large mid-Western city one grocer was doing by far the biggest business, selling around $600,000 worth of merchandise annually—"mostly booze," according to his competitors. Admittedly his business ran heavily to liquors, his groceries being sold very close to cost, apparently as leaders to his drink department. He shipped many orders into adjacent territory. It was said that the bulk of such shipments consisted of mysterious unbranded cases and barrels which contained firewater of various kinds.

Naturally, he was a hard competitor for grocers who did not handle liquors. They felt that if it were not for his drink traffic he would be rather easy competition because he was located where rents were high and expenses otherwise heavy. They were sure that if the time ever came when he would have to depend on "legitimate business" he would have a hard time to survive at all.

Then came the prohibition wave. The town went bone dry on short notice. But our big grocer did not go out of business. In fact his sales to-day are larger than ever before. Moreover he is making so much money so much more easily than formerly that he declares emphatically that he would not care to go back to liquor selling. And yet it is true that now he is regarded as "much better competition" than in the days when his groceries were supposed to be mere bellwethers for liquor sales.

How Was it Done?

How did he do it? The answer is simple, yet very comprehensive. He did it by skillful merchandising. He is a much better merchant and profounder student of human nature than most grocers.

He tells the story himself rather well:

"I must admit I was disturbed when the town went dry, for I had not believed it would do so. But there being no alternative I had to plan to meet new conditions. My first thought was to take stock of my business to discover its points of special merit so that I could build and shape new growth on them.

"I was somewhat surprised by my first discovery. That was that, aside from liquors, my best department was fruit and vegetables—mostly fruits. In a general way I had known, as every good merchant must know, that we were selling lots of fruit and vegetables, but what impressed me when I got down to close investigation was the rapid turnover in that department.

"Second, the cash-and-carry plan which had recently become fashionable had been put into operation in one section of our store. I found that proportionate sales in that department were increasing steadily, almost week by week.

"Third—I want to emphasize this point a little—we had always been noted for the quality of our goods. It is not hard to assert that our quality has always been high. Almost any merchant will say the same of his goods, and generally it will be true, according to his lights. Also almost any merchant will feel that, in being watchful of quality, he is entitled to a mark of merit. So I want to start with a disclaimer of meriting any brass halo. I consider it just ordinary good sense to sell goods so meritorious and handle them so skilfully that they will give satisfaction. This because any other course is too expensive of labor, money and trouble in making good claims, objections and kicks. So our business has run along smoothly with little exchanged or returned goods.

Intelligent Reorganization of Departments

"Following what I felt were the lines of least resistance, therefore, I retired my window display of liquors, except for one prominent window, where clean-up bargains were featured. In the entire space thus made available, I made lavish displays of fruits. Let me show you what I mean," and he led the way over to a window filled with handsome apples in boxes. "Here," he said, "are goods which come in boxes, which we sell in boxes, which are only removed from the boxes if damaged, or in a small way, to sell by the piece. But you will get the idea of mass—the way to display fruits, or vegetables of any kind, is in mass. Show a lot of the goods, one kind at a time, and they will move in a big way

"The ideal fruit for display," he continued, walking over to another window, "is oranges, grapefruit and lemons, because those can be dumped out and piled up without damage. It is worth noting, too, that no fruit is so attractive, none catches and holds the eye of the passer or is so universally tempting, as oranges. So we stick to displays which look big always.

"Now, while we keep up our service here, delivering and giving credit as always, we have, as I said, experienced a constant growth of the cash-and-carry business. So we have set aside this entire room and front to that department. Here you will notice are oranges priced at 3c each, the size which is marked 40c per dozen in the service department. That is a difference of 10 per cent., a very liberal discount to the consumer for serving herself in cash and deliveries."

Building Cash-and-carry

"I have studied this cash-and-carry department rather carefully since the change," he continued, "and my present conclusion is that many have failed in it because they have not had the staying power to sustain them through the period of transition. It takes time for consumers to learn to appreciate the savings, which necessarily are in small units on foods. For instance, four cents on a dozen oranges is not very impressive; but any careful housewife who watches things for a month or two finds the savings worth making—provided the grocer is doing his part fairly and honestly—I mean, provided he is honestly giving her the benefit all the way through his stock.

"We have been able to furnish both services and let this one grow. To that I attribute its success very largely."

Fruit The Mainstay

"But, as I say, fruit is the thing on which we rely now as the great specialty around which our business is built; and of all fruits, oranges and lemons are preferred for several important reasons: they are obtainable the year round, fresh from the trees; they are easy to handle, very attractive, the waste averages very light. Therefore, they are not the staples of the department, yet have the unusual advantage not common to staples generally, that they produce profit directly as well as indirectly.

"It is thus possible to figure very closely and reliably on citrus fruits. Because of the rapid turnover, the shrinkage is light, but we take an arbitrary figure in order to be entirely safe in our calculations. For example, we always figure 14 dozen in the box of 176 size; 12 dozen in the 150 size and 10 dozen in the 126 size. On top of that we load our gross margin which runs between 20 and 25 per cent., depending on the season and other conditions."

Fruit vs. Liquor—A Contrast

"I said I would not care to go back to the liquor business, and I'll try to tell you why," he concluded. "Liquors make up a business which is deceptive in many respects. The margin is so wide that it looks very alluring. Against that is the feature of slow average turnover, for much of the stock moves but once a year—some less than that. Then there are leakages of many kinds besides those due to loose barrel hoops. There is the expense of licenses, and the care and anxiety to conform to all legitimate regulations while not losing all profits through grafting officials. There are other disadvantages, among them that

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MAKING FRIENDS THROUGH ADVERTISING

Continued from Page 27

ly—compare it—put it to any test, it will stand it."

Increase Turnover 25 Per Cent.

By far the outstanding feature of this experiment is the increased business brought to the drug department as a result of the many people being attracted to the store to purchase groceries, soft drinks and ice cream. During the year before the advent of the grocery department the drug store made a turnover of $6,000. The following year, when combined with the grocery, it made a turnover of $8,000, and last year this was increased to $9,500. This year the store expects to do a $10,000 business in drugs. In one of his advertisements the manager touches on the oddity of a drug store doing a grocery business with the remark, "The old order changes. Things that were laughed at 20 years ago are now recognized as legitimate profit-earning enterprises. for instance the vast system of chain stores now in operation in the States. Stores that carry practically the same line of goods. and doing business on the same principle as The Pharmacy were thought to be a mistake—to-day they are probably the most successful enterprise in the States. We want to show you that we are selling good goods every day in the week at prices that cannot be beaten anywhere in the province of Manitoba."

Featuring the Cash Idea

In connection with its cash system of operation this store is constantly driving home arguments to show the wisdom and economy of such methods. One advertisement reads: "A good many people are now doing business on a strictly cash basis. They find it pays. Ask any of the men in this district who pay cash for their goods all about it. They will tell you that they would never go back to the old 'hit and miss' credit system. It's a wasteful, expensive, out-of date method of doing business. When you pay cash for your goods you have no big bill coming in in the Fall with its mistakes, overcharges, interest, etc. By the cash system you buy what you want and where you want at the lowest possible price. You are not helping to pay the bill of someone else who has failed to pay his. Think it over."

Again this argument is presented: "If we were running an extensive charge business—that is selling goods on ninety day, six months', or a year's time, keeping a bookkeeper, taking big chances on unpaid accounts, we could no more sell goods at the prices we advertise than we could carry on a conversation with the man in the moon. Our system cuts off the foolish frills of retail trade and puts real good food on your table at a price you can afford to pay. We invite you to The Pharmacy—we guarantee to save you money."

After they had been in business for six months with the combination store the firm published this statement at the head of a large display advertisement:

Can't Be Done

"That's what a lot of people said concerning our announcement that we would conduct a one-price-for-all cash business. If our system is not finding favor among the people of Pilot Mound and district, and our business and usefulness not increasing hand over fist—then Kaiser Bill is a gentleman!!"

Courage in Advertising

Perhaps the most audacious advertising in all the series that has been published by this firm is that in which they come right out into the open to attack the mail-order houses, publishing side by side quotations from the catalogues and their own, showing better values. One of these, published on a Saturday in May had this introduction to the price comparison:

"Most people are afflicted with the 'Fallacy of the elsewhere.' The fallacy of the elsewhere is the delusion that makes far away fields look more green. It's the delusion that prevents any man from being a prophet (with honor) in his own country. But money talks. Take that grocer catalogue you got from the mail-order house last week; examine, compare, give every test to quality and prices as compared with The Pharmacy's. We must convince you that The Pharmacy is selling good goods cheap. Look at the following prices taken from the supposedly cheapest mail-order house in Canada, compare with ours. These are only a few cases picked out at random." Then follows the comparison table, and at the bottom of the advertisement the notation in heavy type: "In addition to above prices you pay the freight or express charges on goods which you buy in Wininpeg. Think it over."

Several other advertisements of a similar nature were run.

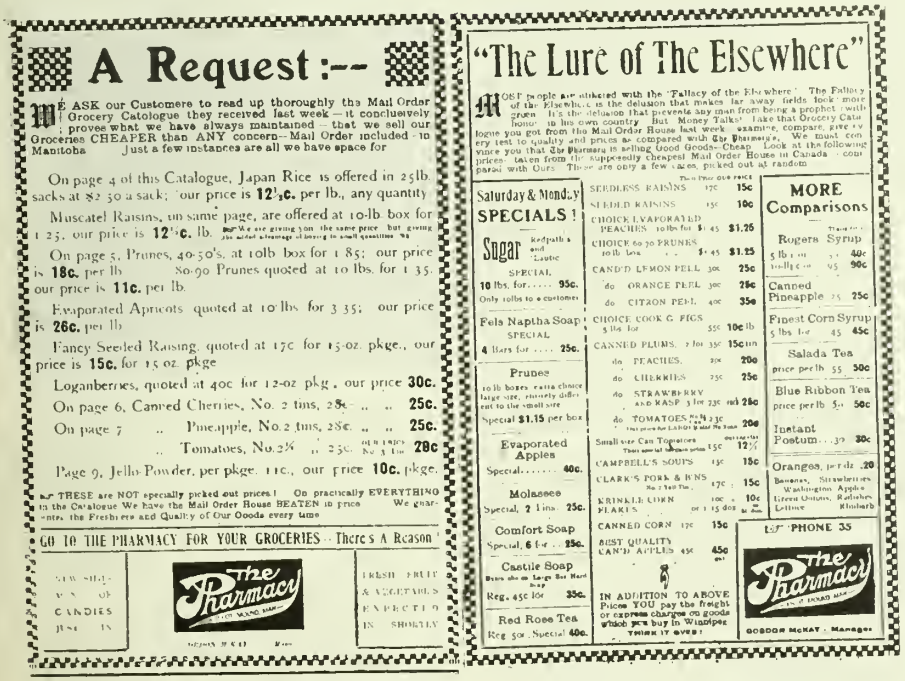
From time to time announcements were inserted in the weekly newspaper emphasizing the service offered by this store. Other advertisements aimed to educate readers toward conditions which caused higher prices, as for instance this one, which bore the caption: "In the days of 16 cent corn." It read: "One of the results of the changed cost of living in the past few years has been a confusion of prices with values of those who try to measure the values of commodities to-day with those of a decade or so ago. A story illustrative of the point is told in a recent circular letter of a lumber company. A Missouri farmer, as the story runs, kicked because his dealer offered him for $90 the same kind of a buggy that his father purchased twenty years before for $50. The merchant, upon investigation, found that the father paid for his vehicle with 300 bushels of corn; he thereupon offered to give his customer in exchange for 300 bushels of corn the following items: $90 buggy, $75 wagon, $20 suit of clothes, $20 dress for his wife, $2 dress for his baby, $5 crib for his baby, $3 box of cigars, $10 worth of sugar, $10 worth of tea, $100 worth of gasoline, and $15 worth of lubricating oil. The farmer refused the offer, paid $90 for his buggy, and departed satisfied. There followed a list of special values.

For a time the firm featured week-end bargains, later it offered bargains that would stand for a week, which had a very marked effect on the sale of the general run of merchandise.

When the first anniversary of the opening of the store rolled around a special anniversary sale was put on, the advertisement for this event occupying a page in the "Sentinel." In the centre of this advertisement was the following announcement enclosed conspicuously in a triple black rule border: "Special inducement—To the customer buying the largest amount of goods at The Pharmacy on our anniversary day we will give free their choice of any box of apples in the store."

The eight-column, 14-point announcement at the head of this advertisement

Continued on page 48



A Request :--

WE ASK our Customers to read up thoroughly the Mail Order Grocery Catalogue they received last week — it conclusively proves what we have always maintained — that we sell our Groceries CHEAPER than ANY concern—Mail Order included—in Manitoba. Just a few instances are all we have space for

On page 4 of this Catalogue, Japan Rice is offered in 25lb. sacks at $2.30 a sack; our price is 12½c. per lb., any quantity

Muscatel Raisins, on same page, are offered at 10-lb. box for 1.25, our price is 12½c. lb.

On page 5, Prunes, 40-50's, at 10lb box for 1.85; our price is 18c. per lb. 80-90 Prunes quoted at 10 lbs. for 1.35, our price is 11c. per lb.

Evaporated Apricots quoted at 10 lbs. for 3.35; our price is 26c. per lb.

Fancy Seeded Raisins, quoted at 17c for 15-oz. pkge., our price is 15c. for 15 oz. pkge

Loganberries, quoted at 40c for 12-oz pkg., our price 30c.

On page 6, Canned Cherries, No. 2 tins, 28c. .. .. 25c.

On page 7 .. Pineapple, No. 2 tins, 28c. .. .. 25c.

.. Tomatoes, No. 2½ .. 23c. 20c

Page 9, Jello-Powder, per pkge. 11c., our price 10c. pkge.

THESE are NOT specially picked out prices! On practically EVERYTHING in the Catalogue We have the Mail Order House BEATEN in price. We guarantee the Freshness and Quality of Our Goods every time

GO TO THE PHARMACY FOR YOUR GROCERIES—There's A Reason

NEW SHIPMENT OF CANDIES JUST IN

The Pharmacy

FRESH FRUIT & VEGETABLES EXPECTED IN SHORTLY

"The Lure of The Elsewhere"

MOST people are afflicted with the 'Fallacy of the Elsewhere.' The Fallacy of the Elsewhere is the delusion that makes far away fields look more green. It's the delusion that prevents any man from being a prophet (with honor) in his own country. But Money Talks! Take that Grocery Catalogue you got from the Mail Order House last week; examine, compare, give every test to quality and prices as compared with The Pharmacy's. We must convince you that The Pharmacy is selling Good Goods—Cheap. Look at the following prices taken from the supposedly cheapest Mail Order House in Canada—compared with Ours. These are only a few cases, picked out at random

Saturday & Monday SPECIALS!

Sugar — Redpath's and Lantic — SPECIAL 10 lbs. for ..... 95c. Only 10lbs to a customer

Fels Naptha Soap SPECIAL 4 Bars for ..... 25c.

Prunes 10 lb boxes extra choice large size, cheerfully different to the small size Special $1.15 per box

Evaporated Apples Special..... 40c.

Molasses Special, 2 Tins.. 25c.

Comfort Soap Special, 6 for ... 25c.

Castile Soap Reg. 45c for 35c.

Red Rose Tea Reg. 50c. Special 40c.

	This Price Our Price
SEEDLESS RAISINS	15c 15c
SEEDED RAISINS	15c 10c
CHOICE EVAPORATED PEACHES 10 lbs for	$1.45 $1.25
CHOICE 60 70 PRUNES 10 lb box	$1.45 $1.25
CAND'D LEMON PEEL	30c 25c
do ORANGE PEEL	30c 25c
do CITRON PEEL	40c 35c
CHOICE COOK'G FIGS 5 lbs for	55c 10c lb
CANNED PLUMS, 2 for 35c	15c tin
do PEACHES,	30c 20c
do CHERRIES	35c 25c
do STRAWBERRY AND RASP 3 for 75c	28c
do TOMATOES	30c
Small size Can Tomatoes	15c 12½
CAMPBELL'S SOUPS	15c 15c
CLARK'S PORK & BNS	17c 15c
KRINKLE CORN PEAS	10c 10c or 1.15 doz.
CANNED CORN	17c 15c
BEST QUALITY CAN'D APPLES	45c 45c qt.

IN ADDITION TO ABOVE Prices YOU pay the freight or express charges on goods which you buy in Winnipeg. Think it over!

MORE Comparisons

Rogers Syrup 5 lb tin	40c
Tooth Powder	45 90c
Canned Pineapple	25 25c
Finest Corn Syrup 5 lbs for	45 45c
Salada Tea price per lb	55 50c
Blue Ribbon Tea price per lb	50c
Instant Postum	30 30c
Oranges, per doz	20

Bananas, Strawberries Washington Apples Green Onions, Radishes, Lettuce, Rhubarb

'PHONE 35

The Pharmacy

GORDON McKAY, Manager

Two Very Effective Advertisements Used With Great Success by "The Pharmacy."

Large Stores Have Showcard System

Smaller Cards Used for Higher Grade Merchandise — Each Store Should Use Cards Best Suited to Class of Merchandise Carried.

One of a Series by R. T. D. EDWARDS

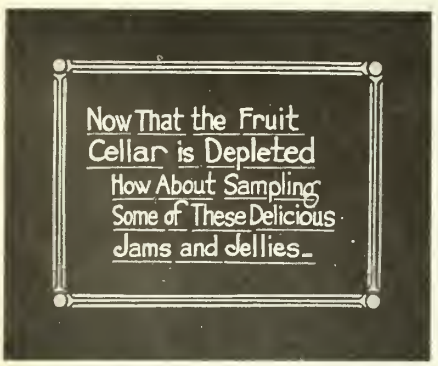
LARGE American stores have gone into the question of showcarding their stores very thoroughly. They have made a thorough study of it to find out the best kind of show cards they should use, and the way they should be used to be in keeping with the class of trade to which they cater.

As you make a study of each store in the large centres in the United States, you will find that each city and each merchant in each city has worked out their own showcard system.

Large city merchants such as those in New York and Chicago, where a great transient business is transacted, can afford to be more exclusive and use showcards very sparingly; while the smaller city merchant uses showcards more after the order that the Canadian city merchants use.

But all have their own system of showcards, varying more or less. Each of these systems are the result of many years of study in which the showcard writer figures largely. He being the man on the job has been able to make a close study of what his particular store really requires, in order that the best results may be obtained from them. He has had the opportunity of trying out various ideas, both in system and cards, until he has found out what was the best for that particular store for which he worked.

The result has been small, neatly-lettered cards as being the best for the high and medium class store. They leave the large, highly colored, heavily



lettered showcard to lower class stores.

You can find some stores using a dark card with white letters, or grey cards with black letters with printed border and white underlining the letters. But white cards are more prevalent, owing to their being cleaner and brighter looking, but, of course, they must be changed oftener in order to keep them clean.

This is the condition that prevails at the present in New York City, and we

Suggestions for Card Phrases

These early vegetables will give a zest to any meal.

Now that the fruit cellar is depleted, how about sampling some of these delicious jams and jellies?

Those early spring outings will be more enjoyed with some of these goods along.

Canadians can glean many helpful points from our American friends. The main lesson that we can obtain is not so much a copy of their particular style of showcards, or a copy of their particular showcard system, but a copy of their system of finding out what is best for our stores. We should study the conditions in our stores and in our towns and the lines along which the masses of our customers' minds run. With these settled up, work up showcards that will attract and appeal to them. We think that if you work in a store in a small town and you find the brighter cards are best, why, by all means, use them, but do so intelligently. Use the color on the card sparingly and in an artistic manner.

The two samples of showcards illustrated here are not meant to illustrate that which is used in New York, because they are not. They are of a simple style of showcard that is quite effective in our Canadian towns. The lettering and designs, as you will note, are all done on dark surfaces, with various pastel colors. Combinations of blue-grey and cream, salmon pink and white, pale blue, pea green, are only a few that can be worked over these dark colored cards to good effect.

The card with the light, broad border has a cut-out centre, and the dark centre is mounted on the back of it.

The other card has a smooth black surface. This variety also comes in maroon, dark green, both of which can be used to make splendid showcards. On this latter card use a heavy opaque color, so as to ensure the ground not showing through.

REPLACING JOHN BARLEYCORN

Continued from page 30

every so often a man goes wrong whose family has been a steady visitor to your store and there is loss—plus regret.

"On the other hand, as against a preferred average turnover of 10 to 12 times a year in the general food business, fruits are turned not less than 50 times, and citrus fruits are bought and sold, in well-managed departments, from 75 to 100 times a year. It is quite possible to earn 2 to 5 per cent. absolutely net on the average turnover; so here is a source of annual capital earnings of 100 to 500 per cent. And mark this, in the fruit business there are no regrets.

"Let us now consider how the fruit department leads to all the others, and I think you will agree that it is the best department to which a grocer can devote himself. It is growing daily with me, and I shall make it grow as much as I can."

BUSINESS FAILURES

Eighty-four per cent. of the business failures of the past year occurred among firms which did no advertising. This is the assertion made by the Bradstreet Commercial Agency, which is as unbiased authority as can be found in the business world to-day. Bradstreet compiled this information from statistics—not guesswork.

This information is certainly worthy

of careful consideration by all merchants. The importance of advertising as a business element must have been regarded as vital by this great commercial agency, else it would not have wasted the time of hundreds of trained men throughout the nation collecting and tabulating this information.

Bradstreet's thus points the way to one of the elements of business success. The lesson to be drawn from their statistics regarding the advertising merchant is obvious.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

JOHN BAYNE MACLEAN - - - - President
H. T. HUNTER - - - - - - Vice-President
H. V. TYRRELL - - - - - General Manager

THE MACLEAN PUBLISHING COMPANY, LIMITED

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, Power House, Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, Canadian Motor, Tractor and Implement Trade Journal.

OFFICES

CANADA—Montreal, Southam Bldg., 128 Bleury Street. Telephone Main 1004. Toronto—143-153 University Ave.; Telephone Main 7324. Winnipeg—1103 Union Trust Bldg.; Telephone 3449. Vancouver—39 Tenth Avenue West.

UNITED STATES—New York—Room 620, 111 Broadway, New York; Telephone 8971 Rector. Chicago—Room 1401, Lytton Bldg., 14 E Jackson St.; Telephone Harrison 9133. Boston—C. L. Morton, Room 734, Old South Bldg.; Telephone Main 1024.

GREAT BRITAIN—London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director. Telephone Central 12960. Cable Address, Atabek, London, England.

SUBSCRIPTION—Canada, $3.00 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, $3.50 a year; other countries, $4.00 a year. Single copies, 10c. invariably in advance.

PUBLISHED EVERY FRIDAY

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation. Copy of report will be sent to anyone interested.

Vol. XXXIII. TORONTO, JULY 4, 1919 No. 28

WHAT A BILLION MEANS

THE majority of Canadian merchants can remember when almost all figuring was done in hundreds and thousands of dollars. When the word million was mentioned it was generally in connection with some big deal or some very wealthy person like John D. Rockefeller. This is not so very long ago, and business men could usually visualize and get a pretty fair general idea of the amounts in which they were talking. The last five years, however, has changed this whole situation. With the war the mention of "billions of dollars" became as common almost as "thousands" was before and one of the results has been that the great majority of people has lost all idea as to the vast amounts of money represented. They know that a billion is a lot of money and that when it is stated that Germany must pay so many billions indemnity or that the war cost the Allies so many billions it runs into huge figures. Some small idea of just what one billion means, not to say anything about billions, may be gained when it is understood that if a merchant had one billion dollars he could employ 1,000 clerks and pay each one $5 a day for a little over 542 years. Machine guns fire five hundred shots a minute. If a person had a billion dollars and shot them through the machine gun at that rate he could fire night and day for three years, nine months and twenty-five days. Or if you had one billion one dollar bills and fastened them all end to end you would have a strip almost 118,500 miles long or more than four and a half times around the earth. Try and figure this out and then think over how you would like to have to pay Germany's war debts.

OBLIQUE REASONING

SOMETIMES it is just a little difficult to follow the mental peregrinations of the newspaper scribes in their efforts to put the blame on somebody for the high cost of living.

The Toronto *Star* deals thus with a certain phase of the subject:

"The argument that profit should be allowed upon turnover instead of on capital is altogether fallacious. Carried to its logical conclusion it should be applied to labor as well as to capital. A diamond-cutter should receive fabulous wages because his "turnover" means a lot of money. If a bank teller should receive a percentage of the vast sums which he handles his salary should place him in the millionaire class. These illustrations show that the contention is absurd. Labor should be paid according to the energy and skill of the worker, and capital should be paid a fair return on the actual investment."

The two instances given above may be conclusions, but they certainly are not logical conclusions. The logical conclusion would of course be that the diamond-cutter should be paid on a basis of the quality and quantity of the work turned out, and the bank clerk on the basis of the efficiency and expedition with which his task was accomplished.

Capital should not be paid on a basis of a return on the actual investment. That is not the logic of the *Star's* own contention. "Labor should be paid according to the energy and skill of the worker," it urges. Quite so, and the manufacturer on the same basis, and "turnover" if it represents anything, represents the result of the energy and skill used in the management of the business.

SOME ADVERTISING

THE following item appeared amongst the editorial matter in a country newspaper: What might have been a very sad accident happened last week on a farm just outside of Glace Bay. The family were having their breakfast when the mother, who had been suffering from a cold, got a piece of bread stuck in her crop. The poor woman immediately turned black in the face; the children being in a frightful state of consternation could do nothing, when fortunately, with superhuman efforts, the lady succeeded in removing the obstacle, and her life was saved. I imagine the joy of her husband who was working out in the field, when she informed him of her narrow escape from an early grave. "What was the cause of it?" he inquired, "Well." she said, "I was in a great hurry to go down and get a suit for Buddy at Brasbie's sale, he is almost giving things away now, as he is anxious to get sold out, and attend to his farm at Brasbieville, now that the seeding season is on."

Can you beat it?

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

Ontario

C. L. Marshall, of C. L. Marshall & Co., spent several days at his home at Lovesick Lake, north of Peterborough, this week.

Wallace Anderson, Toronto representative of the Acadia Sugar Refinery, left this week to spend a fortnight's holiday in New Brunswick.

The Pure Gold Co., Toronto, gave their employees two extra days in addition to Dominion Day, closing down from Friday night until Wednesday H. P. Eckardt & Co., wholesale grocers, Toronto, closed on Saturday at noon until Wednesay.

R. Boyter, of the H. P. Eckardt staff, Toronto, intends to leave for Scotland shortly, where he will enter business with his father.

Edward Reid, of the Proctor and Gamble Company, was presented with a handsome easy chair on the occasion of his recent marriage in Hamilton.

The retail merchants of Collingwood recently asked the Town Council that fruiterers be included in the early-closing by-law.

A. W. Phillips, of Bristol, has opened still another department in his store. This is for the sale of soda water, root beer, and ice cream.

James R. Bell, of Peterboro', Ont., who conducted a grocery business in that town for a number of years, passed away very suddenly there on June 19. Owing to ill-health he had been forced to dispose of his business some months previous.

O. S. Matchett, formerly in the grocery business in Peterborough, Ont., has joined the travelling staff of Medland & Co., wholesale grocers, Toronto and Lindsay. Mr. Matchett will still reside in Peterborough, and will be connected with the Lindsay branch. Before going into the retail grocery business he was with Charles Rishor, wholesale grocer, Peterborough, for a number of years.

I.X.L. SPICE MILLS SUFFER LOSS BY FIRE

Fire of unknown origin completely destroyed the milling department of the I.X.L. spice and coffee mills, on Marmora St., London, Ont., last week. It is estimated that the damage will be about $9 000 to building, machinery and contents. The spices, etc., which were near the fire were utterly spoiled. The front of the building was not damaged to any appreciable extent.

While fighting the fire, which was a bad one from the firemen's point of view, Arthur Hartop, of No. 5 hall, was knocked down, and Lieut. Chas. Wray, also of No. 5, had his face burned by an explosion, of which there were several. They were not hurt badly and were able to continue at work. Assistant Chief Scott thought the explosions were caused by gasoline, but the company says there was no gasoline in the building and the explosions were caused by oils and tallow.

The fire started at the rear of the building, near a window, and officials of the company think that something inflammable may have been thrown into the building by boys.

BUSINESS CHANGES

The Blyth Milling Co., of Blyth, Ont., has been sold to the Hillborn Milling Co.

The Bank of Montreal has recently opened a branch at Oshawa.

J. W. Morgan, Ottawa, who has been conducting a livery and flour and feed business, is disposing of the livery.

Thos. Berrie, grocer at 349 Broadview Avenue, Toronto, is retiring from business. He has disposed of his store to Burry Bros., Gerrard Street.

STORE AT STOKES BAY DESTROYED BY FIRE

Fire totally destroyed the store, warehouse and dwelling of McIver Bros., Stokes Bay. The post office was located in the building destroyed, and a considerable quantity of mail and stamps were lost. While packing eggs in the warehouse, one of the members of the firm upset a lamp, and the fire spread rapidly amongst inflammable material, practically nothing being saved. The damage is estimated at over $12,000, and the amount of insurance is unknown. Books carrying about $2,000 in debts and $600 in cash were lost.

APPOINTED GOVERNMENT LIQUOR VENDOR FOR EASTERN ONTARIO

W. J. Kennedy, well-known Ottawa grocer, has been appointed Government liquor agent for Eastern Ontario. The store will be located on the corner of Kent and Sparks Streets, and will be opened almost immediately.

WINDOW TRIMMING CONTEST

MacLaren's Ltd., Hamilton, Ont., are putting on a window-trimming contest for grocers and clerks in Canada. The contest will spread over the months of August, September and October. It will be divided into two classes, 1 and 2. Class 1 includes all centres up to 10,000 population, and Class 2 towns and cities over 10,000, the prizes being $25, $15 and $10 in each class. The windows, of course, must contain products manufactured by MacLarens Ltd.

ONTARIO AND NOVA SCOTIA HAVE LIGHTER POTATO CROP

The acreage of potatoes in Nova Scotia and Ontario is likely to be less than last year, according to early reports, as stated in a report issued by the Department of Agriculture. In Ontario the prolonged wet weather has made it practically impossible to get on the land. Other reasons for the decreased acreage are the high cost of fertilizer and the shortage of labor.

ACTIVE INQUIRY FOR OLIVE OIL

Toronto dealers in olive oil are receiving heavy shipments these days, but receipts to date are not sufficient to meet the demand. There is a very active inquiry for olive oil just now. One lot of 3,500 gallons, received a few weeks ago by a Toronto house, has been all cleaned up. This firm expects another consignment of 4,000 gallons in the course of the next few days. Shipments from Europe are expected to be more regular now. During the years of the war, there was very little olive oil on the market. There are no restrictions on the importation of olive oil.

A MODERN METHUSELAH

Toronto, June 23, 1919.

CANADIAN GROCER,
City.

Gentlemen:—

In your issue of June 20th inst., page 38, we notice that "A. Ebon Edmonds, a leading wholesale and retail flour, feed and seed merchant, died at his home, Simcoe, Ont., recently, aged 700."

After reading word for word from front to back cover of this issue, we wonder why this did not appear on the front page. We are now so interested in this case that we take time to write you, asking if it would not be possible to print this man's life in one of your early issues.

Thanking you for same, and trust that this account is correct.

Yours in hope,

HALF HOLIDAYS

COPPER CLIFF.—Half holiday has been changed from Wednesday to Thursday afternoons of June, July and August.

WATERFORD.—Stores will close on Thursday afternoons during June, July and August, and are open Wednesday evenings.

TWILLINGATE, NFLD.—Stores will close at noon on Thursday, during July, August and September.

NEWS FROM WESTERN CANADA

VANCOUVER.—Mr. G. T. McAnn, who formerly covered the Okanagan territory for the Western Grocers, has left the firm to enter the auto accessories business. This field is now being taken over by Mr. Chester Kerr.

Mr. Vance Dawson has returned after serving overseas with the Artillery branch of the service. His many friends will find him again at the old stand with the Western Grocers.

The returning boys are finding a big "Welcome" on the mat all along Water street. A. Macdonald & Co. got back another of their staff this week when J. Angus walked in on them. Mr. Angus went over with the first contingent.

Mr. F. Crickard is also back after trying out the life of a sailor in His Majesty's Navy, but after saying "Hello" to the boys in the A. Macdonald Co., where he was previously connected, he accepted a position with Mason & Hickey, and will assist Mr. Grosse.

After serving with the Canadian and Imperial troops Mr. W. J. Ferguson has returned and will introduce "The Sweetheart of the Corn" for Mason and Hickey.

Mr. S. Screaton, from the Winnipeg office of Mason and Hickey, is a visitor to the coast.

The fact that the teamsters were out on strike and the cars were not running resulted in the small grocer in the outskirts coming into his own. Some of the down-town stores depend to a great extent on the shoppers in the outlying districts, but 20 cents each way on the jitney soon absorbs whatever, if any, saving in prices results.

There is a very serious shortage anticipated in B. C. pear crop, according to those covering the Fraser Valley field. Frosts have apparently caused the fruit to fall almost as soon as it is formed. With California fruit so high, even if the B. C. crop is not a very large factor in the market, is it regrettable that the B. C. fruit men can not take whatever advantage in price is going.

In former years the canners could only take what small fruit their several capacities enabled them to handle at once, and the rest had to be turned away with, naturally, quite a wastage at the height of the producing season. The fact that many canners have now in operation their own refrigeration plants, and can now chill what they can't immediately use, besides being good business form the canners' standpoint is a step up from a sensible conservation standpoint. Could not Government plants at fruit centres save a lot of food for the nation that otherwise perishes during the peak in production?

By the capable way that A. P. Slade handled one of his own big trucks during the strike, it would appear that A. P. should speak with authority at any point in the fruit business.

Mr. D. G. Stewart, of Stewart & Mobley, Prince Rupert, was a visitor in the city this week.

Mr. F. C. Banks, formerly with Mason & Hickey, is now with the brokerage firm of Venables and Merrifield and will sell Quaker Oats for them in this territory.

Western Merchants Adopt Cash Basis

They Claim That if a Customer is Worthy of Credit, He Can Get It From the Bank, and That is the Logical Source of Credit — Credit Business, They Claim, Has Many Disadvantages, Especially in Poor Years—The Poor Credit Customer Will Spend His Cash Elsewhere

UP in Kamsack, Saskatchewan, a divisional point on the main line of what was until recently the C.N.R., one of the largest general stores in the town is upsetting all the popular notions that a Western Canadian store can only be operated on the credit system.

This store is operated on a cash basis by the firm of Harvey & Johnston, and both partners have been in business in Kamsack for the last fifteen years. They have been through all the experiences of running a business on the credit system and they are consequently in a position to offer some worth-while advice on how the straight cash principle works out. Mr. Harvey, who told the CANADIAN GROCER of the firm's experiences, is the Mayor of Kamsack.

Cash Business Increases Turnover

In the three years that the firm has operated on the cash basis it has increased its turnover approximately 25 per cent. a year, which as Mr. Harvey says is proof that the people are satisfied. Nor have they gone about the education of their customers in a delicate, apologetic manner. Prominently displayed in each department, where he who buys may read, is a large card bearing the inscription:

Our Terms are strictly cash.
Please do not ask for credit.

The firm goes on the principle that in prosperous times success is absolutely assured under the cash system, while in periods of hard time it is insured by the fact that it has either the goods or the money on hand, while the other fellow has frittered away both.

Clerks Share in Profits

In order to secure the fullest co-operation by the clerks a profit-sharing plan has been instituted which works admirably.

But let Mr. Harvey tell his own story:

"We started in on a cash basis when we took over this store on April 1, 1916," he said by way of opening, "and we have continued this cash trade for three consecutive years without a break. It is long since past the experimental stage and we have found it eminently satisfactory, although it is somewhat of an innovation so far as merchandising goes in Western Canadian towns. Our experiences show that it can be done, and we would sell out before we would again go back to the credit system.

"Life to us would not be worth living if we had to revert to the worries and trials—yes and the losses—of doing business on the principle of long or short term credit.

"During the weeks preceding the formation of a partnership between Mr. Johnston and myself we discussed the cash system from every angle, and both of us were convinced at that time that the plan was absolutely feasible. Not so the wholesales, however. They were

Continued on page 38

TAKE NO CHA

During the Hot Montl
Nor Any Other Tim

ORIGINAL

Kellogg's

TOASTED CORN F

are protected by

WAXTIT

The Moisture and Air-Proof Pa

CAUTION! Be Sure You Get The W
All Others Are I

When your customers take the *WAXTITE* wrapper off the original Ke Corn Flakes they will be gratified by the fresh aroma. The contents are alw and crisp as when they left the ovens in our *TORONTO KITCHENS.*

Our improved methods of production enable us to give unvarying quality able flavor. Millions know it because millions insist upon getting the packag tite wrapper and guaranteed by my signature.

W. K.

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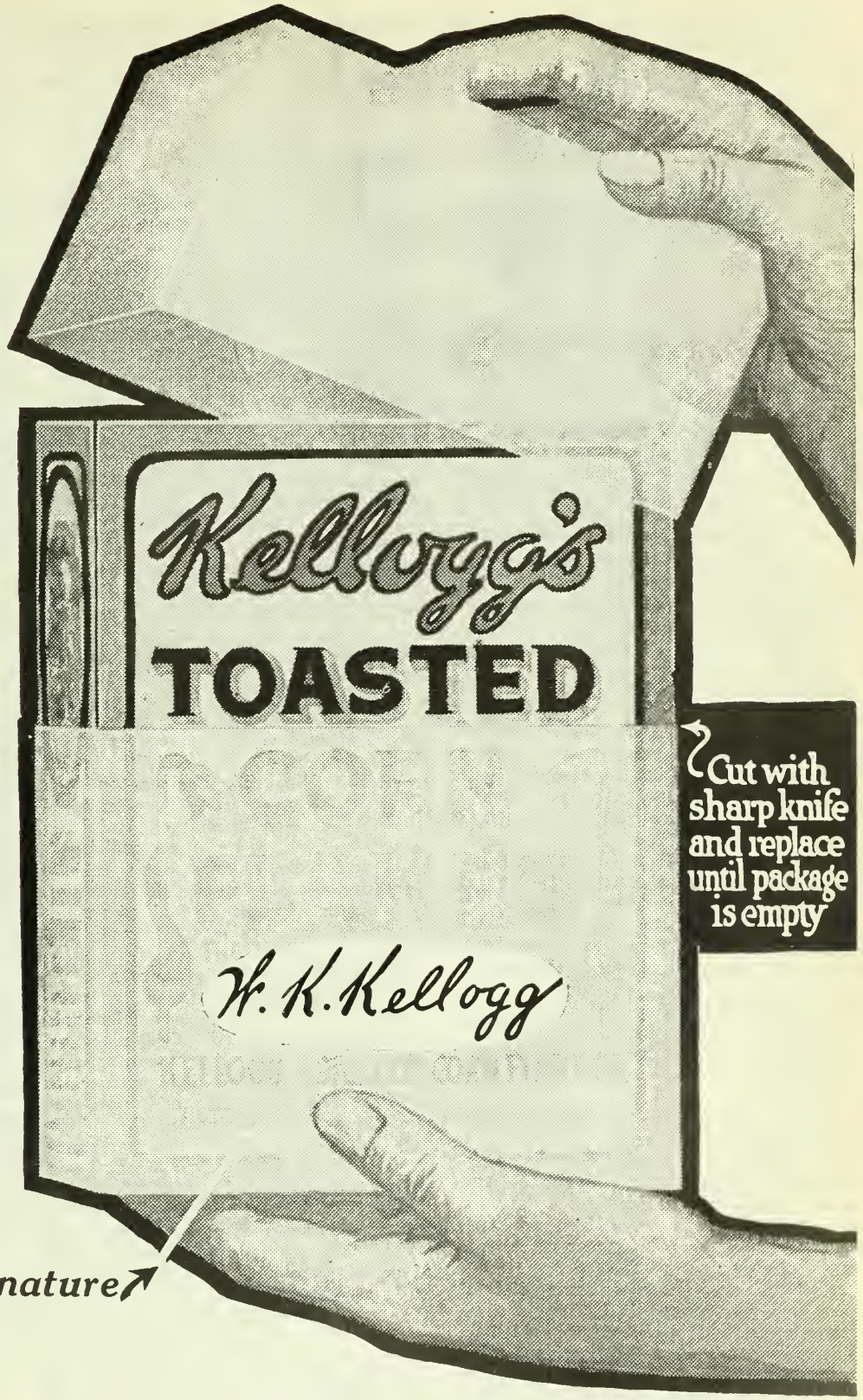
Look for This Signature



Toasted
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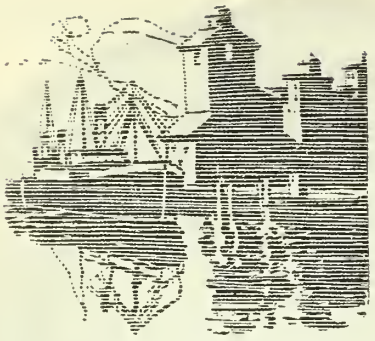
MADE IN TORONTO, CANADA

By The

W. K. Kellogg
Cereal Co.

Kellogg Toasted Corn Flake Company, Battle Creek, Mich.—Toronto, Canada



skeptical of the results that would follow such an experiment and predicted all manner of difficulties ahead. We discussed the situation with our banker here, and found that this man of long experience in financing farmers in various districts agreed with us entirely that the cash system was the best.

Let the Bank Finance the Farmer

"This banker advanced some sound arguments at the time. He suggested that farmers who asked credit should be instructed to secure a cash advance from the bank.

"'But,' we said to him, 'perhaps there will be some of these people you will not advance money to.'

"'Well,' he replied, 'if they are in such a position that we cannot advance them money, don't you think they are a mighty bad risk for the merchant to carry?'

"And so there is applied in this argument the sound theory which country merchants may follow in adopting the cash system: 'If a man is worthy of credit he can get it from the bank.'

"Well we are in the cash business and we are operating successfully, while many failures are recorded in the case of credit stores. Last year our turnover was $80,000, while this year we expect to go over the century mark. We have consistently advanced our turnover 25 per cent. during every year we have been in business.

"Yes," said Mr. Harvey, in answer to a question, "we are living in the centre of a farming community that has been exceptionally prosperous during the past three years, and in fact a crop failure has never been known in this northern country. But even in a year of depression following a crop failure, are we not in a better position to withstand it than the man who has banked everything on the future, and is obliged to hold over his credit customers for another twelve months? Besides, mark you this, that in the year of crop failure the mail order house does the biggest business.

Why Should the Merchant Come Last?

Take the case of a farmer who pulls through with just a few hundred dollars to the good. He feels in duty bound to first liquidate his debts at the bank and with the machinery agents who are pressing him hard for a settlement. He has little left with which to pay the merchant who has carried him for months. What does he do? Does he come in and square up his account with the merchant, and continue doing business? Not always. The fact is there are a lot of things that he wants and that his family wants. He has waited patiently for many months in the hope of being able to purchase them, but now he feels ashamed to come and make his purchases of the merchant because he naturally expects to be asked to pay up his debts before being extended a further line credit. And so he sends his orders in to the mail order house, while if not wholly avoiding the country merchant represents to him that he is right up against it and must be carried on a little longer.

And just as the mail order houses do their biggest business in such a year so it is natural that the cash merchant stands to do an excellent business and for the very same reasons. So that even in years of crop failure the cash merchant stands to win out.

Doing Credit Business Creates Distrust

The credit business has the effect of creating distrust. People who do business largely on credit have a belief that they are paying more for the goods than they should. They naturally conclude that they are being "stung" for the losses suffered by the merchant under this system. This is a mistaken idea, but it is the popular belief nevertheless. As a matter of fact most country merchants who hand out a lengthy line of credit are doing this business on cash prices. They are obliged to compete with the mail order houses. It is this failure to place their charges sufficiently high, under the circumstances, that is the cause of most failures, in my belief. They should of necessity tack on enough to the regular business to meet bad debts.

"In our business we do business on the level, without fear or favor, with the result that we have the confidence of the community. In the first place we buy direct from the manufacturer, wherever possible, and in this connection I might say that more and more the manufacturer is eliminating the middle man by going direct to the merchants. Then, by doing business on a cash basis, we do away with a lot of overhead expenses that are sheer waste. Our profits are actual because we get the money when a sale is made, while in the case of credit merchants they are gambling in futures.

Shading Prices

"For these reasons we are able to shade prices sufficiently to make it worth while to deal with us. The heaviest end of our business is in groceries, but as you will see we keep a complete general stock, and maintain as a special feature a ladies' department upstairs. This latter department is maintained along such high-class lines as to draw trade from within a radius of from 80 to 100 miles. The line of goods we carry cannot be purchased in the smaller towns. It is right here that the automobile comes in as a factor in the development of trade. They are selling them by the scores up in this country, and it is only a matter of a swift pleasure ride across the country for a woman to come to this central point to do her shopping.

"Good roads and automobiles are the greatest assets that a town centre can have.

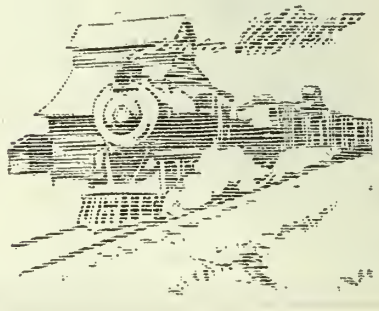
"In connection with our ladies' wear department, we handle expensive furs in season, which explodes another old theory that expensive goods cannot be sold for cash."

In answer to a question as to whether the firm made any special attempt to draw trade by advertising the benefits of the cash system, Mr. Harvey said:

"It is our experience that nothing talks like quality and right prices. They automatically advertise themselves. If a woman secures excellent value in her purchases, and is pleased with the quality of the goods when she examines them in the privacy of her own home she is almost certain to tell others of her good fortune, and what is more to the point, she is bound to return to us. Service, first, last and all the time, is the thing."

Both Mr. Harvey and Mr. Johnston are old residents of Kamsack, which is one of the divisional points on the main line of the Canadian Northern Railway. Mr. Johnston started in the general store business in 1904, continuing until 1916, when he entered into partnership to purchase the present store, which is located on one of the main corners of the town. Mr. Harvey started in 1905 in the general store business, with which he conducted a lumber yard. In February, 1912, he sold out his store and later parted with the lumber yard to one of the line companies who offered a fancy price, and it was then that he entered his present partnership.

W. H. Malkin Co. Vancouver, has been able to welcome back several of their former staff in the last few days. J. Kyle Clarke of the 3rd Battery, C.F.A., is again at his desk. Stanley Smith is back in as good humor as when he left with the 13th Field Ambulance, C.E.F. E. Yorston, one of the original 29th, showed up the other day, and E. White is also back with the firm. Lieut. "Bill" Grundy got overseas with the First Canadian Trench Mortars, saw the thing through, and then had a look around Germany with the 3rd Battery, C.F.A., and now he's back to help N. W. Lightfoot in the new offices that house the Malkin factory department. Welcome to our midst, boys.



WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

THE feature of the grocery markets throughout Canada this week is the advance in the prices of practically all soaps. A jump of from 40 to 50 cents per case is shown on laundry soaps, and toilet soaps have made a gain of 15 per cent. All Canadian markets show the advance and a corresponding rise in the market in the United States has also taken place.

TORONTO—Apart from the advance in soap and St. Charles milk, there is very little change in the markets at Toronto. Laundry soap has advanced from 40 to 50 cents per case, and St. Charles milk has gone to $6.90. The markets, while generally speaking, are unchanged, are very firm, and the tendency in a good many instances is very much stronger. Teas and coffees are likely to be high, as all indications point to such at primary points. New buying will have to be at higher prices than present quotations on spot. Rices continued upward, and the scarcity is one of the biggest factors that has to be contended with, and the quality of the supplies is not of the best. Canned goods are selling freely, and particularly canned salmon is in very great demand. Some brands of the same are quoted higher. Canned tomatoes have gone up another ten cents, now selling at $2.25 for 2½s, and canned corn has been pretty well cleaned up. New fruits and vegetables are selling very freely, and strawberries have been quoted as low as 10 and 11 cents per box. Canadian cherries are now on themarket and receipts of both fruits and vegetables are very heavy.

In the produce lines there are few changes. The butter market is a little higher and eggs and cheese are at firm levels. Fresh meats are somewhat higher and the excessive demand for cooked meats has sent them to new high levels. Provisions are at strong figures.

MONTREAL—Increased prices are in effect this week for nearly all lines of laundry soap and for several brands of hand soap. There is also a stronger market, with advances made for canned cherries and canned tomatoes, prunes, pot barley, hominy, crisco, jams, toothpicks and cooking oil. Cocoanut, peanut butter and condensed milk have advanced. Dates are reduced in price and the grain markets are lower, too, oats and barley both declining. Oranges, lemons and berries are down, while potatoes, both new and old, are lowering in price. Green beans are less. There is a strong tendency to firmness on corn syrups and maple products with the likelihood of advances being made effective. Some look for much higher prices on various foodstuffs with Germany looming up as a buyer on equal terms with other European customers. There is every evidence of a big demand for many lines, and just now sugar is a heavy seller.

WINNIPEG—Coffee is continuing the upward tendency apparent during the past weeks and is expected to go higher. A scarcity of good quality beans has sent prices up and higher prices are anticipated. A scarcity of rice is expected and prices are very firm. New crop prices on some lines of jam have been named. New prices are expected soon on dried fruits. Laundry soaps have advanced 50 to 75 cents per case.

ONTARIO MARKETS

Heavy Movement of Sugar These Days

Toronto.

SUGAR.—The market for sugar is very firm, but there is little likelihood of any change in quotations for the present at least. Everything points to a steady market, although all refineries are extremely busy, and some are as much as two weeks behind on orders. There is a big demand from overseas and most of the refineries are supplying the inquiry from Great Britain and France. The domestic consumption is very heavy just now because of the preserving season, but no shortage of supplies is expected.

St. Lawrence, extra granulated	10	16
Atlantic, extra granulated	10	16
Acadia Sugar Refinery, extra granulated.	10	16
Can. Sugar Refinery, extra granulated....	10	16
Dom. Sugar Refinery, extra granulated..	10	16

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies, 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2s, 55c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 70c. Yellows same as above.

Little Demand For Molasses and Syrups

Toronto.

MOLASSES, SYRUPS.—The demand for molasses and syrups is quiet just now, as is usual at this season. There is only a very moderate movement of the same, dealers generally reporting a quiet market. Prices are steady at unchanged figures.

Corn Syrups—	
Barrels, about 700 lbs., yellow, per lb.	**$0 07¾**
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.	
Cases, 2-lb. tins, white, 2 doz. in case	**5 65**
Cases, 5-lb. tins, white, 1 doz. in case	**6 25**

Cases, 10-lb. tins, white, ½ doz. in case	....	5 95
Cases, 2-lb. tins, yellow, 2 doz. in case	....	5 15
Cases, 5-lb. tins, yellow, 1 doz. in case	....	5 55
Cases, 10-lb. tins, yellow, ½ dz. in case	....	5 45
Cane Syrups—		
Barrels and half barrels, lb..	0 08	....
Half barrels, ¼c over bbls.; ¼	bbls.,	½c over
Cases, 2-lb. tins, 2 doz. in case	....	7 00
Molasses—		
Fancy, Barbadoes, barrels	1 10	1 15
Choice Barbadoes, barrels	....	1 00
West India, bbls., gal.	....	0 44
West India, No. 10, kegs	....	6 50
West India, No. 5, kegs	....	3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	4 90
Tins, 3-lb. table grade, case 2 doz., Barbadoes	....	6 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	5 30
Tins, 10-lb., ½ doz. to case, Barbadoes	....	5 20
Tins, No. 2, baking grade, case 2 doz.	3 50	4 00
Tins, No. 3, baking grade, case or 2 doz.	4 70	6 50
Tins, No. 5, baking grade, case of 1 doz.	3 75	6 20
Tins, No. 10, baking grade, case of ½ doz.	3 60	6 00
West Indies, 1½s, 48s	4 60	6 95

Brisk Demand For All Package Goods

Toronto.

PACKAGE GOODS.—There is a very good demand for all package goods, and the market, while showing no changes this week, is generally strong. Both rolled oats and corn flakes are in very active inquiry.

PACKAGE GOODS		
Rolled Oats, 20s round, case	....	$5 60
Do., Do., 20s square, case	5 10	5 60
Do., Do., 36s, case	....	4 00
Do., Do., 18s, case	....	2 00
Corn Flakes, 36s case	3 60	4 25
Shredded Wheat, 36s, regular, case	....	4 50
Porridge Wheat, 36s, regular, case	....	6 00
Do., Do., 20s, family, case..	....	5 80
Cooker Package Peas, 36s, case..	....	3 60
West Indies, 1½s, 48s	4 60	6 95
Cornstarch, No. 1, lb. cartons..	0 11	0 11¼
Do., No. 2, lb. cartons	....	0 09¾
Laundry starch	....	0 09½
Laundry Starch, in 1-lb. cartons	....	0 11½
Do., Do., in 6-lb. tin canisters	....	0 12¾
Do., Do., in 6-lb. wood boxes	....	0 12¾
Potato Flour, in 1-lb. pkgs.	....	0 16
Fine oatmeal, 20s	....	5 60
Cornmeal, 24s	....	3 65
Farina, 24s	....	2 35
Barley, 24s	....	2 35

Prices For Rices Are Ruling Firm

Toronto.

RICES.—There is no improvement in the market for rices, prices for the most part remaining very firm. There is still a very pronounced shortage of good rices, and in fact even the poorer qualities are showing depletion. Siam rices are quoted higher this week, Siam fancy rice being offered at from 14c to 15c per lb., and Siam seconds at from 12c to 13c. While prices on tapioca and sago show no changes, the market for the same is very strong. Supplies are getting low among the different dealers.

Texas, fancy, per 100 lbs.	15 50	16 50
Blue Rose, Texas, per 100 lbs.	15 00	16 00
Honduras, fancy, per 100 lbs.	15 00	15 50
Siam, fancy, per 100 lbs.	10 50	12 00
Siam, second, per 100 lbs.	12 00	12 50
Japans, fancy, per 100 lbs.	14 00	15 50
Do., seconds, per 100 lbs.	13 00	14 00
Chinese XX, per 100 lbs.	....	14 00
Do., Simiu	15 00	16 00
Do., Mujin, No. 1	....	13 50
Do., Pakling	....	12 00
White Sago	0 13	0 13½
Tapioca, per lb.	0 13	0 13½

Active Inquiry For Shelled Nuts

Toronto.

NUTS.—There is a very active demand for all shelled nuts, principally from the bakers and confectioners. Prices this week show few changes. Some dealers quoted filberts at from 48c to 50c per lb., about two cents higher than last week. Reports from the primary markets show easier quotations on some lines for Fall delivery.

Almonds, Tarragonas, lb.	0 28	0 32
Butternuts, Canadian, lb.	....	0 08
Walnuts, California, lb.	0 40	0 42
Walnuts, Grenobles, lb.	0 34	0 35
Walnuts, Bordeaux, lb.	0 28	0 30
Filberts, lb.	0 23	0 24
Pecans, lb.	....	0 30
Cocoanuts, Jamaica, sack	....	10 00
Peanuts, Jumbo, roasted	0 18	0 19
Brazil nuts, lb.	0 21	0 22
Shelled—		
Almonds, lb.	0 55	0 58
Filberts, lb.	0 48	0 50
Walnuts, lb.	0 80	0 85
Peanuts, Spanish, lb.	....	0 19
Do., Chinese, 30-32 to oz.	0 14	0 15
Brazil nuts, lb.	0 78	0 80

Primary Coffees Are All Higher

Toronto.

COFFEES.—Growing strength characterizes the market for coffees. The situation at primary points is very strong, and now, with the signing of peace, and the likelihood of a much bigger demand from European countries, there is little possibility of lower prices for some time to come. While the primary markets are advancing and quotations are higher than prices on spot, dealers have not changed their prices on coffees at Toronto.

Java, Private Estate	$....	$0 50
Java, Old Government, lb.	....	0 50
Bogotas, lb.	0 47	0 48
Guatemala, lb.	0 46	0 48
Mexican	0 46	0 47
Maracaibo, lb.	0 41	0 44
Jamaica, lb.	0 39	0 43
Blue Mountain Jamaica	....	0 49
Mocha, Arabian, lb.	....	0 48
Rio, lb.	....	0 33
Santos, Bourbon, lb.	0 42	0 44
Santos, Bourbon, lb.	0 41	0 44
Ceylon, Plantation, lb.	....	0 44
Chicory, lb.	0 30	0 32
Cocoa		
Pure, lb.	0 26	0 28
Sweet, lb.	....	0 22

Tendency in Teas

Toronto.

TEAS.—Prices on teas this week show no changes, although the primary markets are very strong, and the likelihood is that the market will advance rather than decline in the near future. The signing of peace is more than likely to strengthen the market, as the demand from Europe will be greater. Stocks of Java teas among the dealers are showing depletion, and new buying of Javas is likely to be on a very small scale.

Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 56
Broken Pekoes	0 56	0 58
Orange Pekoes	0 58	0 60
Broken Orange Pekoes	0 60	0 62
Javas—		
Second pickings	0 48	0 50
Broken Pekoes	0 40	0 45
Japans and Chinas		
Hyson Thirds, lb.	....	0 45
Early pickings, Japans	0 53	0 55
Do., Seconds	0 50	0 55
Do., sifted	0 60	0 65

Quotations Are Steady on Spices

Toronto.

SPICES.—No change is reported this week in the market for spices, quotations being steady at last week's changes. Just what tendency the market for spices will take is hard to say, dealers state, but if there is a heavy demand at all from Europe, this trend will likely be towards higher levels.

Allspice	0 19	0 21
Cassia	0 30	0 40
Cinnamon	0 35	0 50
Cayenne	0 26	0 35
Ginger	0 28	0 35
Ginger	0 30	0 35
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 32	0 38
Pickling spices	0 22	0 26
Mace	0 90	1 10
Peppers, black	0 38	0 43
Peppers, white	0 45	0 53
Paprika, lb.	0 60	0 70
Nutmegs, selects, whole, 100s	0 45	0 50
Do., 80s	....	0 55
Do., 64s	0 60	0 65
Mustard seed, whole	0 35	0 40
Celery seed, whole	....	0 75
Coriander, whole	0 25	0 30
Carraway seed, whole	0 55	0 60
Tumeric	0 24	0 27
Cream of Tartar—		
French, pure	0 75	0 80
American high test	....	..
2-oz. packages, doz.	....	1 75
4-oz. packages, doz.	....	3 00
8 oz. tins, doz.	....	6 00

Fair Demands For Maple Syrup

Toronto.

MAPLE SYRUP, HONEY.—There is a very fair demand for maple syrups, chiefly, however, from bakers and confectioners for manufacturing purposes. The demand for domestic consumption is a little quiet just now, and the same applies to honey. Prices on both are unchanged.

Honey—		
Clover—		
5-lb. tins	....	0 24
2½s tins	....	0 26
10-lb. tins	0 25	....
60-lb. tins	....	0 24
Buckwheat, 60-lb. tins, lb.	....	0 18
Comb, No. 1, fancy, doz.	3 75	4 25
Do., No. 2, doz.	....	3 00
Maple Syrup—		
8½-lb. tins, 10 to case, case		17 00
Wine qt. tins, 24 to case, case		16 00
Wine ½ gal. tins, 12 to case, case		15 00
Wine 1 gal. tins, 6 to case, case		14 00
Imperial 5 gal. cans, 1 to case, case		14 00
Maple Sugar—		
50 1-lb. blocks to case, lb.	....	0 29

Heavy Demand For Canned Salmon

Toronto.

CANNED GOODS. — Quotations on some lines of salmon are easier this week, while prices on red springs in one lb. talls are slightly easier. Pink salmon in 1 lb. talls is quoted at from $2.35 to $2.60, and cohoes in ½ lb. tins are offered at from $2 to $2.10. Red springs salmon is selling at from $3.75 to $4.25. There has been a very heavy demand for salmon since the advent of the hot weather, and supplies of the better grades are none too plentiful. In canned vegetables tomatoes have again advanced, selling at $2.25 for 2½s. Canned corn, where available, is unchanged. In fruits, sliced pineapple has advanced to $4.50 for twos, and gallon apples to $7. New

canned strawberries, of this season's pack, are quoted at $5.25.

Salmon—		
Sockeye, 1s, doz.	4 50	4 75
Sockeye, ½s, doz.	....	2 95
Alaska reds, 1s, doz.	4 25	4 50
Chums, 1-lb. talls	2 35	2 60
Do., ½s, doz.	1 35	1 45
Pinks, 1-lb. talls	2 35	2 60
Do., ½s, doz.	1 35	1 50
Cahoes, ½-lb. tins	2 00	2 10
Cohoes, 1-lb. tins	3 75	3 90
Red Springs, 1-lb. talls	3 75	4 25
White Springs, 1s, dozen	2 30	2 35
Lobsters, ½-lb., doz.	4 50	4 75
Whale Steak, 1s flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	2 15	2 25
Canned Vegetables—		
Beets, 2s	1 90	2 30
Tomatoes, 2½s	....	2 25
Peas, standard	....	1 60
Peas, early June	....	1 75
Sweet Wrinkle	....	1 97½
Beans, golden wax, doz.	2 00	2 10
Asparagus, tins, doz.	3 75	4 00
Asparagus butts	2 00	2 02½
Canadian corn	2 25	2 45
Corn, American, 2s, doz.	2 10	2 25
Pumpkins, 2½s	0 95	1 15
Spinach, 2s, doz.	....	1 90
Do., 2½s, doz.	2 52½	2 80
Do., 10s, doz.	....	10 00
Peas, early June	1 65	1 70
Pineapples, sliced, 2s, doz.	....	4 50
Do., shredded, 2s, doz.	3 00	3 02½
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	2 67½
Do., standard, 10s, doz.	4 50	4 52½
Apples, gals., dozen	....	7 00
Peaches, 2s	....	2 87½
Pears, 2s	2 35	2 87½
Plums, Lombard, 2s	....	1 90
Plums, Green Gage	2 17½	2 37½
Raspberries, 2s, H.S.	....	4 50
Strawberries, 2s, H.S.	....	5 25
Blueberries, 2s	2 10	2 35
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Jams—		
Apricot, 4s, each		0 84
Black currants, 16 oz., doz.	....	4 00
Do., 4s, each	0 98	1 10
Gooseberry, 4s, each	....	0 84
Peach, 4s, each	....	0 82
Red currants, 16 oz., doz.	....	3 45
Raspberries, 16 oz. doz.	3 90	4 35
Do., 4s, each	1 02	1 05
Strawberries, 16 oz., doz.	3 90	4 35
Do., 4s, each	1 08	1 15

Fish is Selling at Easy Figures

Toronto.

FISH.—While the Government is selling a good deal of fish at prices under what the regular dealers are quoting there is a very fair movement of fish from Toronto wholesale fish houses. The Government is selling white fish as low as 7c per lb. Fresh mackerel is quoted at from 11c to 12c per lb., and fresh pickerel at from 15c to 16c.

FRESH SEA FISH		
Cod Steak, lb.	$0 11	$0 12
Do., market, lb.	0 09	0 10
Haddock, heads off, lb.	....	0 10
Halibut, chicken	0 21	0 23
Do., medium	0 22	0 23
Flounders, lb.	0 07	0 10
Salmon, Restigouche	0 30	0 35
FROZEN SEA FISH		
Salmon—		
Restigouche	0 15	0 25
FRESH LAKE FISH		
Lake herring, lb.	....	0 10
Trout, lb.	0 15	0 16
Whitefish, lb.	0 11½	0 15
Mullets, lb.	....	0 05
Fresh pickerel	0 15	0 16
Ciscoes	....	0 16
Pike	0 09	0 10
Fresh mackerel	0 11	0 12

Dried Fruits Scarce and Prices High

Toronto.

DRIED FRUITS.—No changes are reported in the market for dried fruits this week. There is quite a demand for evaporated apples but supplies are very light among the dealers. They are selling at from 21c to 23c per lb. The market is very strong on all dried fruits, and dealers who have apricots or prunes in stock are realizing a good price on them. Importations of Grecian currants, the first since early in the war, are expected shortly, but importers are not prepared to give quotations yet. Raisins are very firm. Figs from Smyrna should be on the market this Fall.

Apples, evaporated, Ontario	0 22	0 23
Apricots, unpitted	....	0 16¾
Do., fancy, 25s	....	0 30
Do., choice, 25s	0 23	0 30
Do., standard, 25s	0 22½	0 26
Candied Peels, American—		
Lemon	0 38	0 43½
Orange	....	0 45½
Citron	0 47	....
Currants—		
Grecian, per lb.	0 25	0 26
Australians, 3 Crown, lb.	0 20	0 21
Cherries, 2s	2 75	2 90
Dates—		
Excelsior, pkgs., 3 doz. in case	....	7 00
Dromendary, 3 doz. in case	....	8 00
Figs—		
Taps, lb.	....	....
Malagas, lb.	....	....
Comadre figs, mats, lb.	0 14	0 15
Cal., 4 oz. pkgs., 70s, case	....	5 00
Cal., 8 oz., 20s, case	....	3 25
Cal., 10 oz., 12s, case	....	2 25
Prunes—		
30-40s, pe rlb.	0 25	0 35
40-50s, per lb.	....	0 30
50-60s, per lb.	0 22	0 24
60-70s, per lb.	....	0 22
70-80s, per lb.	0 19	0 20
80-90s, per lb.	0 16½	0 17
90-100s, per lb.	....	0 14½
100-120s, per lb.	0 11	0 11½
Peaches—		
Standard, 25-lb. box, peeled	....	0 20
Choice, 25-lb. box, peeled	....	0 23
Fancy, 25-lb. boxes	....	0 24
Practically peeled, 25-lb. boxes	....	0 22½
Extra choice, 25-lb. box, peeled	....	0 26
Raisins—		
California bleached, lb.	0 17	0 18
Extra Fancy sulphur bleached, 25s	....	0 17
Seedless, 15-oz. packets	....	0 19
Seeded, fancy, 1-lb. packets	0 14½	0 15
Seeded, 15 oz. packets	0 15	0 16
Seedless, Thompson's, bulk	....	0 20
Seedless, 16-oz. packets	....	0 19½
Do., Bakers, Thompson's, 50s	....	0 18
Crown Muscatels, 25s	....	0 17

Better Quality Beans Becoming Scarce

Toronto.

BEANS.—There is a growing scarcity of the better qualities of beans, and quotations are very firm on Ontario hand-picked beans. Demand is not so heavy now as was the case a few weeks ago, but there is a certain inquiry that always exists, that is, where military camps are still being kept up, and other such places. Hand-picked beans are quoted at from $4.500 to $4.75 per bus., and 1 lb. to 2 lb. pickers at from $4.25 to $4.50 per bps.

Ontario, 1-lb. to 2 lb. pickers, bu.	$4 25	$4 50
Do., hand-picked	4 50	4 75
Japanese Kotenashi, per bush.	....	4 50
Rangoons, per bushel	....	3 00
Limas, per lb.	....	0 12½

Cereals in Bulk Are Selling Well

Toronto.

CEREALS. — There is an active inquiry for cereals in bulk, at prices steady with a week ago. Rolled oats and breakfast foods are selling particularly well. The market is strong, but there is no indication of higher quotations.

	Single F.o.b.	Bag Lots Toronto
Barley, pearl, 98s	5 50	6 00
Barley, pot, 98s	4 25	4 50
Barley Flour, 98s	....	4 50
Buckwheat Flour, 98s	7 25	8 00
Cornmeal, Golden, 98s	5 50	5 85
Do., fancy yellow, 98s	5 25	5 50
Corn Flour, white, 98s	4 60	5 00
Do., Government standard, 98s	....	4 25
Hominy grits, 98s	....	5 25
Hominy, pearl, 98s	5 00	5 25
Oatmeal, 98s	....	4 75
Oat Flour	....	4 50
Rolled Oats, 90s	4 40	4 50
Rolled Wheat, 100-lb. bbl.	6 50	7 00
Breakfast Food No.1	....	6 15
Do. No. 2	....	6 15
Rice Flour, per 100 lbs.	....	8 00
Linseed Meal, 98s	....	6 75
Rye Flour, 98s	6 50	7 25
Peas, split, 98s	....	6 20
Blue peas, lb.	....	0 10

Above prices give range of quotations to the retail trade.

Easier Prices on New Vegetables

Toronto

VEGETABLES. — Much easier prices prevail in the quotations on vegetables. Arrivals are coming very freely now, and this has had a tendency to lower values. The fine weather of the past few weeks has brought along the Canadian vegetables to such an extent that importations are falling off, and are being replaced by the domestic kind. New beets are selling as low as 35c a doz. now, and cabbage is from $4.50 to $5 per crate. Canadian lettuce is selling at from $1 to $1.25 per crate, and new Virginian potatoes have declined to $7.50 per barrel. Domestic peas are arriving freely at from 75c to $1 per basket of 11 quarts. Ontario potatoes are a very slow sale now at $1.50 per bag.

New Beets, per dozen	....	0 35
Cabbage, per crate	4 50	5 00
New Carrots, per hamper	....	3 00
Radishes, per dozen	....	0 30
Can. Lettuce, head, Boston, crate	1 00	1 25
case	....	1 00
Do., leaf, doz.	0 32	0 35
Onions—		
Cal. Onions, 100-lb. sacks, yellow stock, per bag	....	9 00
Do., hampers	....	4 50
Texas onions, crate	4 50	6 00
Parsley, per basket	....	1 00
Peppers, green, doz.	1 00	1 25
Wax beans, per hacper	....	2 75
Green beans, hamper	....	3 00
Cucumbers, 2 doz. basket	3 25	3 50
Do., 2 bbl. hampers	....	5 00
New potatoes, Virginia	....	7 50
Turnips, hamper	2 75	0 00
Potatoes, Ontario, bag	....	1 50
Spinach, box	....	2 00
Domestic peas, 11-qt. basket	0 75	1 00
Tomatoes—		
Imported, 4-basket carriers	....	2 50
Hothouse tomatoes, No. 1s, lb.	....	0 30
Do., No. 2s, lb.	....	0 25
Outdoor Canadian tomatoes	2 50	3 00

Can. Strawberries At Low Price

Toronto

FRUITS.—The feature of the market for fruits this week is the sharp decline that has taken place on Canadian strawberries. At the close of last week these were sold on the Toronto fruit market as low as 10c and 11c per box. This week's price is stronger but lower than at any time last Smmer. Strawberries are quoted at from 15c to 17c, but, with heavy shipments, there is a possibility of them going even lower. Gooseberries and Canadian cherries are beginning to arrive freely. The former

are selling at from $2.25 to $2.50 per 11 quart baskets, and the latter range according to quality. Cooking cherries are selling at from $1.25 to $1.50 for 11 quart baskets, and at from $3 to $3.50 for the eating kind.

Bananas, per lb.	....	0 08
Grapefruit—		
California, seedless, 64s	5 00	6 00
Do., 48s	....	5 50
Do., 80s	....	6 50
Valencias—		
100s, 126s, 150s, 176s, 200s, 216s, 250s	....	6 25
288s, 324s	5 00	5 50
Lemons, Cal., 270s, 300s, case	....	8 50
Strawberries, quarts	0 22	0 24
Rhubarb, doz.	....	0 20
Cherries—		
Entry cherries, home grown—		
11-qt. basket	3 00	3 50
6-qt. basket	1 75	2 00
Cooking cherries, 11-qt. basket	1 25	1 50
Gooseberries, 11-qt. basket	2 25	2 50
Watermelons	....	1 00
Georgia peaches, 6 basket crates, per crate	....	4 50
Flats (12 to 15)	....	3 50
Canteloupes, Cal., 45s, standards	....	6 00
Apricots, Cal., per case	....	3 00
Plums, Cal., per case	3 50	4 00
Peaches, Cal., per case	....	3 50

Domestic Demand For Flour is Active

Toronto

FLOUR.—There is a very active domestic demand for Manitoba flour at the present time. In fact the entire inquiry is being supplied by Manitoba flour. The movement in export business is also very heavy.

Flour—	
Government standard, 74 per cent. extraction.	
Ontario winter wheat flour, in carload shipments, on track, in cotton bags	11 15
In jute bags	11 00

Shorts Continue On Active Sale

Toronto

MILLFEEDS. — Shorts are selling very well, but there is very little demand for bran at the present time. Prices show no change as compared with last week.

	In carlots, track
Bran, per ton	42 00
Shorts, per ton	44 00

QUEBEC MARKETS

MONTREAL, July 1. — Market conditions are much the same as they have been for the past two weeks. Advances are made still for a number of commodities, with tendencies firm. Some expect stiff advances to come as a result of German buying, now that peace is assured. The selling conditions are really active.

Most Soaps Advance From 25c to $1.50

Montreal.

SOAPS.—Advanced prices are in effect for soaps. The new prices show increases of from 25c to $1.50 per case. Following prices are indicative of the changes: Gold, $7.50 to $8 per case; Ivory, small size, $7.75; large, $12.70; 50s, $7.25. Lenox, $7. White Naptha, $7.75. Surprise, $8. Comfort, $8-$8.25. Dingman Electric, $7.75. Sunlight, $8-$8.25. Lifebuoy, $7. Fels Naptha, $8.10. Cosmos, $7.10. Home, $5.50. Happy Home, $6.60. Infants' Delight, $12.50.

New Jams Higher; Toothpicks, Too

Montreal.

JAMS, TOOTHPICKS. — Advanced prices are in effect for some of the jams in glass and tin now arriving. Aylmer brand jam in 12 oz. glass are quoted at $3.65 for strawberry, $3.45 for raspberry and black currant, and at $4.50 and $4.25 respectively for 16 oz. Black currant in 16 oz. are priced at $3.90, and plums at $2.95. In tins, raspberry are quoted at $680 per doz. for 2 lbs., $1.15 each for 4 lb., $1.43 each for 5's, and $1.81 each for 7's. D. P. common toothpicks are up 50c per case of 100 cartons to $3.

Cooking Oil Up; Shortening, Too

Montreal

COOKING OIL, ETC. — Advanced prices are in effect for Mazola cooking oil. The new prices are higher to the extent of $1.25 to $2.60 per case, and are as follows: No. 1, $10.25; No. 2, $9.75; Six, 1's, $18, and 2's, $26.50. Crisco is again advanced, this being $1.50 per case to $14.40.

Cocoanut Higher; Nut Butter; Milk

Montreal

COCOANUT, NUT BUTTER, MILK. —Advances are made this week for cocoanut of 2c per lb. Sample prices are: 20 lb. pails, per lb., 39c; loose, 37c lb.; 5 lb. boxes, per lb., 42c. Other sizes are proportionately higher. Peanut butter of Imperial grade in packages is higher. No. 1 size is selling in one quarter at $1.40 per doz.; No. 2, $1.90; No. 3, $2.35, and No. 4, $3.25. The respective prices previously were $1.35, $1.80, $2.30 and $3. Peerless and St. Charles condensed milk are quoted at $6 per case, this being an advance of 25c per case.

Activity Ruling In Sugar Markets

Montreal.

SUGAR.—An intensely stimulated demand exists for sugar and refineries continue to work to capacity. That this season will be an active one is conceded and there is every likelihood of the available meltings being fully required. Supplies of raws are large and the refiners are endeavoring to cope with orders as promptly as possible.

Atlantic Sugar Company, extra granulated sugars, 100 lbs.	9 95
Acadia Sugar Refinery, extra granulated	9 95
St. Lawrence Sugar Refinery	9 95
Canada Sugar Refinery	9 95
Dominion Sugar Co., Ltd., crystal granulated	- 9 95
Icing, barrels	10 15- 10 30
Icing (25-lb. boxes)	10 55- 10 70
Icing (50-lb. boxes)	10 35- 10 50
Do., 1-lb.	- 11 05
Yellow, No. 1	9 75- 9 55
Yellow, No. 2 (Golden)	9 45- 9 55
Yellow, No. 3	9 35- 9 45
Powdered, barrels	10 05- 10 20
Powdered, 50s	10 15- 10 50
Powdered, 25s	10 35- 10 60
Cubes and Dice (asst tea), 100-lb. bxs	10 55- 10 65
Do., 50-lb. boxes	10 65- 10 75
Do., 25-lb. boxes	18 85- 10 95
Do., 2-lb. pack.	11 95- 12 05
Paris lumps, barrels	- 10 55
Paris lumps (100 lbs.)	- 10 65
Paris lumps (50-lb. boxes)	- 10 75
Paris lumps (25-lb. boxes)	- 10 95
Paris lumps (cartons, 5-lb.)	- 11 70
Do., (cartons, 2-lb.)	- 12 45
Crystal diamonds, barrels	- 10 55
Crystal diamonds (boxes 100 lbs.)	- 10 65
Crystal diamonds (50-lb. boxes)	- 10 75
Crystal diamonds (25-lb. boxes)	- 10 95

Fancy Cherries Up; Tomatoes Up 10C

Montreal.

CANNED GOODS.—An advance is made in one quarter in the price of fancy Marachino cherries. These, in 7 ounce jars, are quoted at $3.60—an advance of 30c per doz.; 5 oz., $2.40, with a like increase, and 3 oz. at $1.75, showing an increase of 25c.

"There is a completely bare market of canned fruits." This was the statement of a large Montreal jobber to CANADIAN GROCER, and it serves to indicate at least that there is a decided dearth of stocks. Prices are more and more inclined to be nominal as the stocks are decreased. Canned vegetables are quite firm, too. Tomatoes, 2½'s, are advanced 10c to $2.10. Brunswick sardines are quoted down in one quarter at $6.25 per case.

Canned Fruits—		
Apples, 2½s, doz.	1 40	1 65
Do., 3s, doz.	1 80	1 95
Do., gallons, doz.	....	5 25
Blueberries, 2s	....	2 40
Currants, black, 2s, doz.	....	4 00
Do., gallons, doz.	....	13 00
Cherries, red, pitted, doz.	2 90	3 20
Gooseberries, 2s, doz.	....	3 00
Do., 2s (pails)	2 77½	2 80
Peaches, 20 oz., doz.	....	....
Do., No. 2	2 80	3 00
Do., 2½ (best)	3 75	4 00
Pears, 2s	2 50	2 90
Do., 2½s	....	3 25
Do., 2s (light syrup)	....	1 90
Pineapples (grated and sliced), 2s	....	3 60
Do., 2½s	....	4 50
Plums—Lombard	2 00	2 20
Gages, Green, 2s	....	2 45
Do. (light syrup, 2s	....	2 00
Raspberries, 2s	4 00	4 25
Do., 2½s	....	2 60
Strawberry, 2s	....	4 50
Canned Vegetables—		
Asparagus (Amer.) mammoth green, doz.	....	5 75
Asparagus, imported (2½s)	4 85	5 25
Beans, Golden Wax	1 95	2 00
Beans, Refugee	....	1 75
Beets, new sliced, 2-lb.	....	0 95
Corn (2s)	2 10	2 35
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 25	7 50
Spinach, 3s	....	2 85
Spinach, California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Tomatoes, 1s	0 95	1 00
Tomatoes, 2s	....	1 50
Tomatoes, 2½s	....	2 10
Tomatoes, 3s	1.95	2 10
Tomatoes, gallons	6 00	7 02½

Pumpkin, 2½'s (doz.)	....	1 10
Pumpkins, gallons (doz.)	....	3 25
Peas, standards	1 45	1 50
Peas, early June	1 60	1 62½
Peas, extra fine, 2s	2 30	2 35
Do., fancy, 20 oz.	....	1 67½
Potatoes, Can. sweet, 2½-lb tins	....	....
Do., 2-lb. tins	....	2 75
Olives (in bls, 49 wine gals.), gal.	....	1 35
Canned Fish—		
Salmon—		
Chums, 1-lb. talls	....	1 90
Do., ½s, flat	....	1 00
1 lb. talls, cases 4 doz., per doz.	4 50	4 80
Pinks, 1-lb. flat	....	2 25
Pinks, 1-lb. talls	2 60	2 75
Pale, ½-lb., doz.	....	1 87½
Pale, 1 lb., doz.	....	2 37½
Pinks, ½-lb., doz.	....	1 62½
Cohoes, 1-lb. talls	....	3 75
Cohoes, 1-lb. flats	....	2 25
Cohoes, ½ lbs., flat	....	1 75
Red Springs, 1-lb. talls	4 00	4 60
Red Springs, ½ lb.	....	2 45
White Springs (1s)	....	2 30
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	....	2 25
Labrador salmon, 1-lb. flat	....	3 60
Pilchards, 1-lb. talls	1 90	2 00
Whale Steak, 1-lb. flat	....	1 90
Herrings, kippers, dz. (4 dz. case)	....	2 25
Herrings (tomato sauce), doz.	2 25	2 50
Haddies (lunch) (½-lb.)	....	1 00
Haddies, chicken (canned), doz.	9 00	9 25
Canadian sardines (case)	6 25	6 75
Norwegian sardines, per case of 100 (¼s)	....	25 00
Oysters (Canned)—		
5 oz., doz.	....	2 60
10 oz., doz.	....	4 20
Lobsters, ¼-lb., doz.	....	3 25
Do., ½-lb. tins, doz.	....	5 10
Do., 1-lb. talls	....	8 25
Do., ¾-lb., doz.	....	6 00
Do., 1-lb. flats	....	8 25
Lobster paste, ½-lb. tins	....	3 50
Sardines (Amer. Norweg'n style)	....	14 50
Sardines (gen. Norwegian)	....	25 00
Sardines—Canadian brands (as to quality), case	6 25	17 50
Sardines, French	....	32 00
Scallops, 1-lb., doz.	....	3 25
Do., Eastern trade	....	2 65
Do., Winnipeg and Western	....	2 85
Scotch Snack, No. 2, doz.	....	4 50
Shrimps, No. 1	2 25	2 50
Crabs, No. 1 (cs 4 doz.)	....	6 75
Crab meat (Japanese), doz.	....	6 50
Clams (river) (1 lb.), doz.	....	1 90
Scotch Snack, No. 1, dz., Montreal	....	2 50

Beans Are Held And Very Firm

Montreal.

BEANS.—The markets are steadier than is usual so late in the season. Business has been done right along at full prices for good stock and while present sales are lighter the prices hold.

Canadian, hand-picked, bush.	5 40	5 60
British Columbia	....	5 00
Brown Beans	3 50	4 00
Japanese	4 50	4 60
Yellow Eyes	....	5 50
Lima, per lb. (as to quality)	0 10	0 12
Kidney beans	6 00	6 50
Peas, white soup, per bushel	3 25	3 50
Peas, split, new crop (98 lbs.)	....	6 50
Peas (blue)	0 08	0 09

Nut Buyers Pick Their Requirements

Montreal.

NUTS.—The market conditions are still steadily firm. Favorable disposition of nuts has been made to United States buyers of late, that is, of stocks in transit to the Canadian trade. Local business is seasonable at firm quotations.

Almonds, per lb.	....	0 23
Almonds (shelled)	0 55	0 56
Almonds (Jordan)	....	0 70
Brazil nuts (new)	....	0 20
Brazil nuts (med.)	0 15	0 17
Filberts (Sicily), per lb.	0 27	0 30
Filberts, Barcelona	....	0 31
Hickory nuts (large and small), lb.	0 10	0 15
Pecans (new Jumbo), per lb.	0 32	0 35
Jumbo	0 19	0 20
Fancy	0 16	0 17
Extras	0 12	0 14
Shelled, No. 1, Spanish	0 19	0 20
Salted Spanish, per lb.	0 25	0 26
Shelled, No. 1 Virginia	0 15	0 15½
Do., No. 2	....	0 14
Peanuts (salted)—		
Fancy wholes, per lb.	....	0 38
Fancy splits, per lb.	....	0 33
Pecans (new Jumbo), per lb.	0 32	0 35
Pecans, large, No. 2, polished	0 32	0 35
Pecans, New Orleans, No. 2	0 21	0 24
Pecans "paper shell," extra large Jumbo	....	0 60
Walnuts (Grenoble)	0 29	0 35
Walnuts (new Naples)	0 23	0 25
Walnuts (shelled)	0 78	0 80
Walnuts (Spanish)	0 30	0 33

Note—Jobbers sometimes make an added charge to above prices for broken lots.

Orange	....	0 37
Cut mixed (1-lb. cartons), doz.	4 10	4 80
In 36 1s, case	....	12 75
Cut, 10-lb. boxes (lb.)	....	0 48

Prunes Again Up; Dates Lose 50c

Montreal.

DRIED FRUITS.—Advances of one cent per lb. are made for "100" prunes by one jobber and the prune list, generally, is becoming greatly reduced. Dates, on the other hand, are quoted down 50c, and this is probably done to stimulate the liquidating of stock. As a rule, there is very little supply of some lines of raisins and of currants, and supplies are most irregular and prices decidedly nominal.

Apricots		
Slabs	....	0 25
Apples (evaporated)	....	0 22
Peaches (fancy)	....	0 27
Faced	0 19	0 20
Choice	0 20	0 24
Extra choice	0 21	0 24
12 oz., per pkge.	0 16	0 18
Pears	....	0 25
Drained Peels (old)—		
Citron	....	0 45
Lemon	....	0 36
Raisins—		
Bulk, 25-lb. boxes, lb.	0 18	0 20
Cal. seedless, cartons, 16 oz.	0 17	0 19
Choice seeded, 12 oz.	....	0 12
Fancy seeded, 16 oz. pkge.	....	0 14
15 oz.	....	0 17
11 oz.	....	0 13
Choice seeded, 15 oz.	....	0 16
Seedless, 11 oz. pkge.	....	0 14
Currants, old pack., 15 oz.	0 27½	0 28
Dates, Excelsior, per case (36-10s)	....	6 50
Do., Dromedary (36-10 oz.)	....	7 75
Packages only, Excelsior	....	0 20
Packages only	0 19	0 20
Do., Dromedary	....	0 22
Figs (layer), 10-lb. boxes	2 60	3 00
Figs, white (70 4-oz. bxs)	....	5 40
Do., (28 8-oz. bxs)	....	3 50
Do., (12 10-oz. bxs)	....	2 20
Figs (cooking), 50-lb. boxes, lb.	....	0 16
Prunes—		
(25-lb. boxes)—		
30-40s	....	0 32
60-70s	....	0 25
70-80s (25-lb. box)	....	0 22
80-90s	....	0 19
90-100s	0 15	0 17
100-120s	....	0 14

Still Advancing Are Rice Prices

Montreal.

RICES, TAPIOCA.—Still upward go the prices for rice. There is almost a weekly revision by jobbers, special brands being advanced, and the changes have totalled increases of up to two cents per lb .in some cases. Tapioca is also higher. One jobber is limiting quantities to one to two bags per customer.

Ice Drips—Japan (per 100 lbs.)	....	13 60
Carolina	....	15 00
Honduras	....	15 00
Siam, No. 2	....	9 75
Siam (fancy)	11 00	11 75
Rangoon "B"	10 75	11 00
Rangoon CC	10 50	10 75
Mandarin	....	11 75
Pakling	....	11 00
Tapioca, per lb. (seed)	....	0 12
Tapioca, per lb. (seed)	0 12	0 12½
Tapioca (pearl)	0 12	0 12½

Syrups Are Firm And Sell Well

Montreal.

SYRUPS, MOLASSES.—White corn syrup is selling well, and the assumption is that preserving needs are responsible for the better demand. The market on corn syrups is very firm and advances are probable. Molasses is unchanged.

Corn Syrups—		
Barrels, about 700 lbs., per lb.	....	0 07¾
Half bbls.	....	0 08
Kegs	....	0 08¼
2-lb. tins, 2 doz. in case, case	....	5 15
5-lb. tins, 1 doz. in case, case	....	5 75
Corn Syrup—		
10-lb. tins, ½ doz. in case, case	....	5 45
20-lb. tins, ¼ doz. in case, case	....	5 40
2-gal. 25-lb. pails, each	....	2 45
3-gal. 38½-lb. pails, each	....	3 65
5-gal. 65-lb. pails, each	....	5 90
White Corn Syrup—		
2-lb. tins, 2 doz. in case, case	....	5 65
5-lb. tins, 1 doz. in case, case	....	6 25
10-lb. tins, ½ doz. in case, case	....	5 95
20-lb. tins, ¼ doz. in case, case	....	5 90
Cane Syrup (Crystal) Diamond—		
2-lb. tins, 2 doz. in case, per case	....	7 00
Barrels, per 100 lbs.	....	9 75
Half barrels, per 100 lbs.	....	10 00
Glucose, 5-lb. cans (case)	....	4 80

Barbadoes Molasses—	Prices for Island of	Montreal
Puncheons	0 98	1 03
Barrels	1 01	1 06
Half barrels	1 08	1 08
Antigua Molasses—		
Puncheons	....	0 95
Barrels	....	0 98

Note—Prices on molasses to outside points average about 3c per gallon less.

Honey is Steady; Maple Products, Too

Montreal

HONEY, MAPLE PRODUCTS. — Movement of honey is continued in a seasonable way, and the basis is steadily held without change. The market is steady for maple sugar and syrup and the demand from without the country has firmed the basis materially. No further changes are made this week.

Maple Syrup—		
13½-lb. tins (each) (nominal)	2 50	2 60
10-lb. cans, 6 in case, per case.	....	20 15
5-lb. cans, 12 in case, per case.	....	21 05
2½-lb. cans, 24 in case, per case	....	21 30
Maple Sugar (nominal), small lots	0 27	0 30
Cases, 48 blocks (case)	....	4 30
Honey, Clover—		
Comb (fancy)	....	0 30
Comb (No. 1)	....	0 28
In tins, 60 lbs.	....	0 26
30-lb pails	....	0 27
10-lb. pails	....	0 28
5-lb. pails	....	0 28

Trend of Spices Steadily Firmer

Montreal.

SPICES.—While there is no outstanding feature this week, markets are steadily held and the basis is continuing quite strong. A good enquiry is manifest from usual buyers and stocks are in fairly good condition.

Allspice	0 20	0 22
Cassia (pure	0 32	0 35
Cinnamon—		
Rolls	....	0 35
Pure ground	0 35	0 40
Cloves	0 45	0 55
Cream of tartar (French pure)	0 75	0 80
American high test	0 80	0 85
Ginger	0 28	0 38
Ginger (Cochin or Jamaica)	....	0 30
Mace	0 80	1 00
Mixed spice	0 30	0 32

Nutmegs, whole	0 60	0 70
Do., ground	0 60	0 65
Pepper, black	0 38	0 40
Pepper, white	0 45	0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 27
Paprika	0 65	0 70
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	....	1 30
Cardamon seed, per lb., bulk	....	2 00
Carraway (nominal)	0 75	0 80
Cinnamon, China, lb.	....	0 30
Cinnamon, per lb.	....	0 35
Mustard seed, bulk.	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Shredded occoanut, in pails	0 21	0 23
Pimento, whole	0 20	0 22

For spices packed in cartons add 3½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

See No Chance Of Low Teas

Montreal.

TEAS.—Prices are most decidedly firm on teas and there is no indication of anything but firmness continuing. There is a fair demand and importers look forward to a good season, taken all through.

Pekoe, Souchongs, per lb.	0 45	0 47
Pekoes, per lb.	0 49	0 [illegible]
Orange Pekoes	0 53	0 55
Japan Teas—		
Choice (to medium)	0 65	0 75
Early picking	0 65	0 70
Javas—		
Pekoes	0 39	0 41
Orange Pekoes	0 44	0 47
Broken Orange Pekoes	0 40	0 43

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Much Irregularity; No Coffee Changes

Montreal.

COFFEE, COCOA.—While there has been no change in the local market, the conditions obtaining in Brazil are unsettling and erratic. There is a great deal of wild movement in futures, while the spot situation is somewhat nominal in both Brazil and New York. Much interest has been shown by speculative buying elements, and there has been a great deal of rising and falling in market conditions from day to day. It is unlikely that local reductions will come for the time being, if within the next few weeks. Cocoa is held.

Coffee—		
Bogotas, lb.	0 41	0 44
Jamaica, lb.	0 36	0 39
Maracaibo, lb.	0 38	0 40
Mocha (types)	0 40	0 43
Mexican, lb.	0 40	0 42
Rio, lb.	0 35	0 37
Santos, Bourbon, lb.	0 41	0 42
Santos, lb.	0 40	0 42
Cocoa—		
In 1-lb., per doz.	....	4 60
In ½-lbs., per doz.	....	2 45
In ¼-lbs., per doz.	....	1 35
In 10s size, per dozen	....	0 95

Rolled Oats Firm; Pot Barley Is Up

Montreal

CEREALS—While there is not a great movement of loose cereals, the markets are quite strong and the outturn is good of package cereals used at this season. Rolled oats are firm. Pot barley is firmer and is selling as high as $5.25 per 98 lb. sack.

Self-raising Flour—		
3-lb. pkgs., doz.	....	2 90
6-lb. pkgs., doz.	....	5 70
Cornmeal, Gold Dust	5 25	5 50
Barley, pearl	5 75	6 00
Barley, Pot, 98 lbs.	5 00	5 25
Barley (roasted)	....	7 50
Buckwheat flour, 98 lbs.	5 50	6 00
Cornflour, white	5 00	5 25
Rice flour	8 75	9 00
Hominy grits, 98 lbs.	5 75	6 00
Hominy, pearl, 98 lbs.	....	6 50
Graham flour	5 75	5 90
Oatmeal (standard-granulated and fine)	4 75	5 10
Oatmeal (packages) fine cut	....	5 70
Peas, Canadian, boiling, bush.	4 00	5 50
Split peas (per 98 lbs.)	6 00	6 50
Rolled oats, 90-lb. bags	4 40	4 75
Rolled oats (family pack.), case	....	5 60
Rolled oats (small size), case	....	2 00
Oat Flakes (case 20 pkgs.)	....	5 10
Rolled wheat (100-lb. bbls.)	7 10	8 00
Porridge Wheat—		
Packages, 36 in case	....	6 00
Packages, 20 in case (family pack.)	....	5 80
Tapioca flour, lb.	0 15	0 16

Flours Are Held; Not Very Active

Montreal.

FLOURS.—Excepting winter wheat flours, the conditions surrounding spring wheat standard grades are unchanged. Winter wheat grades are steadily high and commanding a premium. The demand, locally, is a seasonable one, which means that the outturn for domestic account is rather restricted.

Standard Wheat Flours—		
Straight or mixed cars, 50,000 lbs. on track, per bbl., in (2) jute bags, 98 lbs.	....	11 00
Per bl., in (2 cotton bags, 98 lbs.	....	11 15
Small lots, per bbl. (2) jute bags, 98 lbs.	....	11 30
Winter wheat flour (bbl.)	11 00	11 50

Shorts and Bran Seeking Buyers

Montreal

FEEDS.—There is a surplus of bran at the present time, it is stated, and this is responsible, no doubt, for the sale of quantities at less than market prices. Bran and shorts, both, are said to have sold for around $40 and $42 per ton, respectively. This being the short selling season, there is a fair demand. Oat feeds are unchanged and quiet.

Feeds—		
Shorts—		
Mixed cars	....	44 25
Bran—		
Mixed cars	42 00	42 25
Crushed oats	56 00	64 00
Barley chop	56 00	65 00
Special, middlings	....	56 00
Feed flour (98 lbs. sack)	3 50	3 75
Gluten Feed (22% Protein)—		
F.O.B. Cardinal	....	54 00
F.O.B. Fort William	....	50 00

More Hay Arrives; Oats; Barley Less

Montreal

HAY AND GRAIN.—Weakness characterizes the hay market and a like condition obtains in oats and barley. There is every probability that hay prices will drop further, while grain markets seem to have taken a down turn which may continue.

Good, No. 1, per 2,000-lb. ton	....	30 00
Do., No. 2	....	27 00
Do., No. 3	....	25 00
Straw	....	11 00
Oats—		
No. 2 C.W. (31 lbs.)	....	0 88
No. 3 C.W.	0 86½	0 87½
Extra feed	0 86½	0 87½
No. 1 feed	....	0 84½
No. 2 feed	....	0 80
Barley—		
No. 3 extra	....	1 40
No. 3	....	1 39
No. 2	....	1 37

Note—These prices are at elevator and bags and bagging are not included.

Oranges Are Down; Lemons; Berries, Too

Montreal

FRUITS.—Prices are down on oranges and the quotations this week are reduced to $4.25 to $4.75 per box for California grades. Lemons also are on a lower price basis at $7.50 for Messinas. Peaches are easing in price and strawberries also are on a lower price basis with Ontario fruit arriving quite freely.

Apples—		
In boxes, per box	....	5 50
Bananas (fancy large), bunch	5 00	6 75
Cherries (California), box	....	4 50
Canteloupes (size 35-45)	....	5 50
Grapefruit (fancy Porto Rico)	4 50	5 50
Lemons, Messina	....	7 50
Watermelons, each	0 50	1 00
Pears, Cal., eating, small box	....	4 00
Pears, California (110 size)	....	5 50
Oranges, Porto Rico	4 50	5 00
Oranges, Cal., Valencias	....	4 25
Do., 150	....	4 50
Do., 176	....	4 75
Do., 200-216	....	4 75
Blood oranges	....	4 50
Pineapples (24s to 26s)	7 00	8 50
Peaches (6 baskets)	....	4 00
Strawberries, large	0 20	0 25
Do. (Montreal)	0 15	0 20

Potatoes Lowering; Beans Coming Down

Montreal.

VEGETABLES.—As the new potatoes arrive, the prices of old stock are reduced and quotations on both will continue to lower. The markets are affording a wider choice from which to select. String beans are down to $3.75 per hamper. Cukes are easing. Peas in the pod are arriving and will be available in larger quantities next week.

Asparagus (doz.)	....	4 00
Beans, new string (American) basket	....	3 75
Beets, bag	....	1 00
Do., new, doz. (Montreal)	....	1 00
Cucumbers, Florida (basket)	....	3 50
Do., Montreal, doz.	....	1 25
Chickory, doz.	....	3 00
Cauliflower (Montreal), doz.	....	2 50
Cabbage, new, crate	4 50	5 50
Carrots (new), doz.	....	0 75
Celery (Wash.), doz.	....	2 50
Do., crates (3-4 doz.)	....	8 00
Egg plant	3 00	4 00
Horseradish, lb.	....	0 20
Lettuce (curly), box (3 doz.)	....	1 00
Lettuce (Montreal), head	....	1 25
Leeks	....	2 00
Mint	....	0 15
Mushrooms, lb.	....	1 75
Basket (about 3 lbs.)	....	4 00
Onions, Texas, crate	....	6 00
Red, 100 lbs., bag	....	7 50
Onions (Shallots), doz.	....	1 00
Oyster Plant	....	0 75
Parsnips, bag	....	2 50
Parsley (Canadian)	....	0 75
Potatoes, Montreal (90-lb. bag)	....	1 25
Potatoes (New Brunswick), bag	....	1 40
Potatoes (new), Florida (per bbl.)	4 00	6 00
Radishes, doz.	0 20	0 25
Rhubarb, doz.	0 20	0 25
Spinach, box	....	0 75
Turnips, Quebec	....	2 50
Tomatoes, Mississipi flats (4 bas.)	2 00	2 25

WINNIPEG MARKETS

Higher Coffee Prices; Very Small Crop

Winnipeg.

COFFEE.—The coffee market is very strong and very excited. Spot stocks are quickly taken up. The tendency is for the market to soon show even higher quotations than those given herewith. The new crop is estimated at something like 4,000,000 bushels as compared with an average crop of 11,000,000 bushels. Other factors in the situation are the heavy European buying and the damage from frost. The damage caused by the frosts last year will be felt for two or three years as it is necessary to do considerable cultivating work for a period of time to overcome the effect of frost. In addition there is much coffee which has been damaged to such an extent as to render it useless for grinding and is therefore unsaleable. Present quotations, including an advance which will be made to the trade in a few days, are as follows:

Rio coffee, in bbls.	32c
Santos coffee, in bbls.	41½c

Beans To Go Still Higher

Winnipeg.

BEANS.—The bean market is very firm and there is still being experienced great difficulty in getting supplies of good quality beans. B. C. and Oriental beans are higher in price. Kotenashi beans are being quoted to the trade at $4.25 to $4.50 per bushel, and the present condition of the market will warrant even higher prices.

Sugar Coming More Freely

Winnipeg.

SUGAR.—Supplies of sugar are expected to come forward in greater volume now that the railways have lifted the freight embargo. The settlement of the strike is not expected to affect prices of sugar or any other foodstuffs to any extent as no advantage was taken of the situation to increase prices during the past six weeks.

Rice May Be Scarce Commodity

Winnipeg.

RICE.—Reports from coast mills indicate that they have practically no rice of any kind to offer. They yet have some orders to fill for rice contracted for early in the season. For any stocks being held at any point, firm prices are being asked. Importations are exceedingly light, and it would look as if this commodity would be a pretty scarce one until new crop stocks are available which will not be until about December. The embargo is still on as far as importations of Japanese rice is concerned. Quotations on many lines are merely nominal as stocks of many lines are not available at all.

New Prices Soon On Dried Fruits

Winnipeg.

DRIED FRUITS.—Jobbers' stocks are practically depleted on some lines of dried fruits. There is practically a famine in these lines, and while this was expected and predicted yet stocks have gone into consumption faster than it was expected they would at the very high prices being quoted, and the trade will have to await the new crop before being able to replenish many lines. New crop prices on raisins are expected about July 1 and on prunes about July 15.

New Crop Jam Prices Named

Winnipeg.

JAMS. — Some manufacturers have named prices for new season pack of jams and these prices are considerably higher than last season, particularly on strawberry and raspberry. The acreage planted to these varieties of berries this season all over the American continent has been less than for some years past. Production has therefore been much lighter. With a keen export demand for jams, higher prices have had to be paid to producers. The quotations for new crop strawberry jam 4's is $13.50 per case.

Big Advance in Soap Market

Winnipeg.

SOAPS.—Manufacturers have, within the past few days, advanced lines of laundry soaps from 50c to 75c per case. Some manufacturers have withdrawn from the market and have not yet named new prices. The stiff advance in the fat markets and the low prices and light demand for glycerine, one of the by-products, has made it necessary to put this advance into effect.

Spices Firm; Keen Demand

Winnipeg.

SPICES.—The spice market is very strong, with a keen demand apparent. The settlement of the strike will not affect spice quotations as no advantage was taken of the situation to increase prices. The tendency would be for the opening up of channels of commerce again to decrease prices.

BRITISH COLUMBIA MARKETS

VANCOUVER, July 2.—The markets at Vancouver this week are for the most part unchanged from last week. There is a much better movement of sugar, and new fruits are also selling freely. Cheese and lard have both advanced. Royal Crown soap has advanced 60 cents per box.

Sugar Situation Is Improved

Vancouver.

SUGAR.—Supplies of sugar are again much improved, there being an altogether better movement. The strikers have nearly all returned to work which has greatly helped the situation.

Market For Rices Is Very Firm

Vancouver.

RICES.—The market for rices is very firm, with the likelihood of stronger prices before long. While quotations here show no changes from a week ago the tendency is decidedly upward.

Rice, Japan, No. 1, per ton.....		250 00
Do., Do., No. 2, per ton		.....
Do., China, No. 1, per 40 mats		250 00
Do., Do., No. 2, per 40 mats..		200 00
Do., California		210 00
Tapioca, 140s		....
Sago, 140s		0 13

Canned Goods Sell Unchanged

CANNED GOODS.—No change is reported on these lines this week. There is a big demand for all kinds of canned goods, and prices are very firm.

Vancouver.

Canned tomatoes, 2½s, doz.		2 00
Do., peas,, standard 2s, doz...		1 77½
Do., early June, 2s, doz.....		1 92½
Do., corn, 2s, doz.		2 47
Do., beans, green, doz.....		2 25
Do., Do., yellow		2 25
Do., raspberries, 2s, doz.		4 10
Do., strawberries, 2s, doz.....		4 25
Do., peaches, 2½s, doz.		3 50
Do., plums, 2s, doz.		2 10
Do., pineapple, 2s, doz.		3 25
Do., pumpkin, 2½s, doz.		1 50

Molasses Are At Firmer Prices

Vancouver.

MOLASSES.—No change is reported in quotations on molasses, prices being firm at last week's prices.

36, 1½s, per case		$4 25
24, 2½s, per case		4 50
12, 5s, per case		4 25
6, 10s, per case		4 25

Strawberries Are Moving Freely

Vancouver.

FRUITS AND VEGETABLES.—There is a very free movement of strawberries from British Columbia to the Prairie Provinces. No change is shown in quotations this week. They are selling at $3.25 per crate. Gooseberries are selling at 12 cents per quart. Lemons are $7 per case, and Cuban pineapples $5.50.

Apples—		
Winesaps (box)	5 00	6 00
Newton Pippins	5 00	6 50
Oranges, Cal., aver.		6 00
Strawberries, crate		3 25
Gooseberies, qt.		0 12
Grapefuit, case	5 00	6 00
Lemons, case		7 00
Pineapples, Cuban		5 50
Cucumbers, B.C., per doz.		2 00
Tomatoes (hothouse), 20, crate No. 1		5 00
Carrots, doz. bunches		0 25
Onions, doz. bunches		0 25
Parsley, doz. bunches		0 25
Turnips, doz. bunches		0 25
Local potatoes, ton		30 00

Continued on page 51

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, July 1.—Advances in soaps are prominent this week. Gold advanced seventy-five cents; Royal Crown, forty cents; Fairy, twenty-five cents; Sunlight, hundreds, fifty cents. St. Charles milk, as expected, advanced twenty-five cents. Sugar has been very scarce, owing to the Vancouver strike. Two cars arrived to-day. Fairly good supplies are promised from now on. Rice is advancing. Japannies can be had in some quarters at $11.50, but general price is around $13.50. Siam is $9.75. There is an advance of about five dollars per dozen in salad oil. Eight pound tins are expected. Local potatoes are higher, $35 to $38 per ton. New potatoes from South are six and half cents per pound.

Beans, Limas	0 12	0 15
Beans, B.C.	7 00	7 50
Flour, 98s, per bbl.	....	10 50
Rolled oats, 80s	3 50	3 60
Rice, Siam, cwt.	....	9 75
Rice, China mat., No. 1	....	4 80
Do., No. 2	....	3 95
Japan, No. 1	11 50	13 50
Tapioca, lb.	0 11	0 12½
Sago, lb.	0 11	0 12½
Sugar, pure cane, granulated, cwt.	....	11 02
Cheese, No. 1, Ontario, large	0 35	0 36½
Butter, creamery, lb.	0 55	0 59
Do., dairy, lb.	0 35	0 40
Lard, pure, 3s, per case	....	22 80
Eggs, new-laid, local	....	12 50
Tomatoes, 2½s, stand. case	3 60	4 25
Corn, 2s, case	4 80	5 00
Peas, 2s, standard case	3 40	3 50
Spinach, Cal., new pack.	....	5 60
Apples, gals., Ontario, case	....	3 50
Strawberries, 2s, Ontario, case	8 10	8 75
Raspberries, 2s, Ontario, case	8 40	9 00
Cherries, 2s, red, pitted	....	6 40
Apples, evaporated	....	0 22
Do., 25s, lb.	....	0 23
Apricots, evaporated, lb.	0 26	0 29
Peaches, evaporated, lb.	....	0 23
Prunes, 90-100s	0 18	0 20
Do., 40-50s	0 26	0 27
Do., 60-70s	....	0 22
Lobsters, quarters	2 75	3 00
Salmon, pin, tall, case	9 00	10 25
Salmon, Sockeye, tall, case	....	....
Do., halves	18 00	19 00
Potatoes, per ton	35 00	38 00
Oranges, Valencias	....	7 00
Lemons, case	....	8 50
Grapefruit, California	....	7 50
Strawberries, Hood River, crate	....	7 00
Cantaloupes, crate 45s	....	7 50

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., July 1.—All kinds of soaps, toilet and laundry, have advanced 25 cents a case. Canned milk also shows an advance of 25 cents a case. The egg market shows still greater weakness; receipts are decreasing; farmers are receiving 33 cents for No. 1's, and from 23 to 25 cts. for No. 2's. Seventy-five per cent. of receipts are No. 3's, about 6,500 cases are in storage here now. The first shipment of British Columbia strawberries have arrived and are selling at $7.50 a case.

Beans, small white Japans, bu.	....	4 50
Beans, Lima, per lb.	....	0 12½
Rolled oats, brails	....	3 86
Rice, Siam, cwt.	8 40	8 65
Sago, lb.	....	0 11¾
Tapioca, lb.	....	0 11¼
Sugar, pure cane, gran., cwt.	....	10 99
Cheese, No. 1, Ontario, large	....	0 34¼
Butter, Creamery	....	0 58
Crisco	12 70	13 35
Lard, pure, 3s, per case	....	21 60
Bacon, lb.	....	0 47
Eggs, new-laid	....	0 33
Tomatoes, 3s, standard, case	....	4 00
Corn, 2s, standard case	....	4 85
Peas, 2s, standard case	....	3 45
Apples, gal., Ontario	....	2 85
Apples, evaporated, per lb.	....	0 18½
Strawberries, 2s, Ont., case	....	8 50
Raspberries, 2s, Ont., case	....	8 70
Peaches, 2s, Ontario, case	....	5 50
Plums, 2s, case	....	4 00
Salmon, finest Sockeye, tall, case	....	....
Salmon, pink, tall, case	....	10 25
Pork, American clear, per bbl.	....	41 00
Onions, ton	....	59 00
Potatoes, bushel	....	1 15
Apples, Washington, box	2 90	3 00
Grapefruit	....	7 50
California oranges	7 00	8 50
Pinapples	7 00	8 50
Lemons	....	8 00
Strawberries, crate	....	7 50

NEW COCA-COLA PLANT BEING BUILT AT VANCOUVER

Vancouver, July 2.—The new coca-cola plant, which the coca-cola manufacturers have in course of construction should be in operation about the first of July. The building is not large, but it is a model of up-to-the-minute factory construction. All the operations in the bottling of this popular refresher are effected with least possible waste motion, as the various machines are arranged with scientific regard to this end. The building is concrete, steel, and glass. The location is very central, the corner of Richards and Smythe being practically the centre of the city, and almost the converging point of all the main thoroughfares. Mr. W. G. Irvine manages the Vancouver factory.

Office Staffs Save Situation

Vancouver Strike Threatened to Seriously Interfere With Salmon Industry

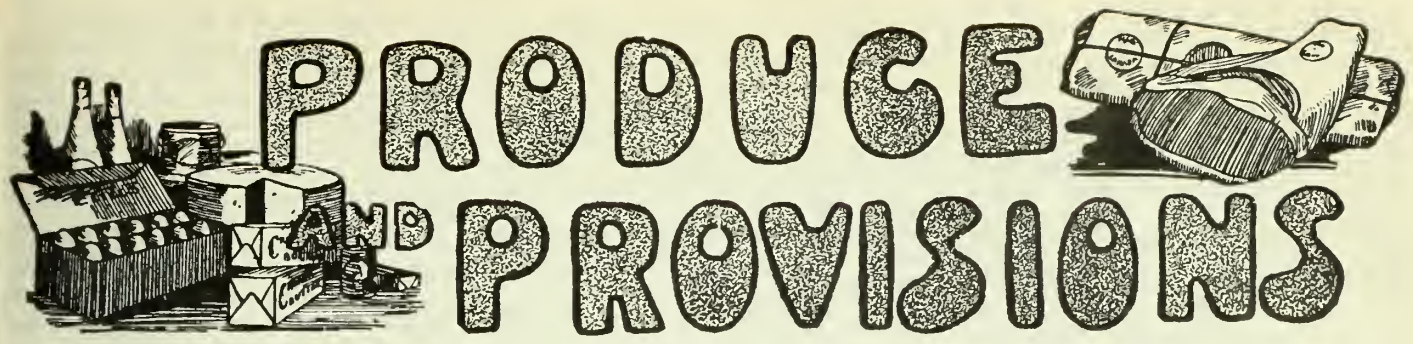
VANCOUVER, July 2.—If the loggers quit work to-day, the timber is still there to-morrow, and if the miners lay off, the coal will wait, but in the salmon canning business, if the fishermen do not keep their appointment, the deal is off. The sockeye run begins in the early part of July, and an enormous amount of preparation is necessary to ensure the best advantage of the brief season. The strike in Vancouver might have been a serious blow to this great industry, as the teamsters, truckers, and stevedores were all out, but the position was met by the loyal office employees of the various canners. Each office sent its quota, and the office boys and clerks and the accountants and the managers and many of the owners themselves set to with a will and got the groceries, gasoline, oil, cans, solder, and the thousand and one items needed, down to the wharves, and trucked them into the northern freighters and "stevedored" them. The "Venture," which went north last week, was about the fifth steamer loaded with supplies which was dispatched in this way.

B.C. Packers Name Jam Prices

Vancouver, July 2.—The B. C. packers of jam have already sold up about all their estimated pack. The small fruit crops are fairly heavy, but the prices to the growers have been high, in fact, in some fruits record prices have obtained. The new Western opening prices are as follows:

Variety.	Per doz. 4-lb. tins	Per doz. 1s glass	Per doz. 1s tins
Strawberry	$13.50	$4.50	$4.00
Raspberry	13.00	4.50	4.00
Black Currant	13.00	4.50	4.00
Loganberry	13.00	4.50	4.00
Apricot	11.00	4.00	3.50
Blackberry	11.00	4.00	3.50
Damson	11.00	4.00	3.50
Red Currant	11.00	4.00	3.50
Gooseberry	11.00	4.00	3.50
Plum	10.00	3.75	3.25
Greengage	10.00	3.75	3.25
Assorted	12.00	4.00	3.50
Prune	10.00	3.75	3.25
Applejelly	11.00	4.00	3.50
Crab apple jelly	11.00	4.00	3.50
Red currant jelly	13.50	4.50	4.00

1 lb. glass.....2 dozen to the case
1 lb. tin.....4 dozen to the case
4 lb. tin.....1 dozen to the case.



How to Build a Trade in Meat Specialties

The Pushing of the Trade in Killing Products, Will Be One of Advantage to the Merchant and to the Customers He Serves—One Way of Getting Around the High Cost of Living

THE extremely high prices of meats have compelled the shopkeepers to pay strict attention to their business, and watch the pennies as they have never been watched before. The situation has shown them that they must economize in every possible way, and also add to their regular stock of goods anything in the food line that can be conveniently handled with no additional expense in help, light or delivery.

Almost every butcher shop nowadays has side lines, such as fruit, vegetables, greengroceries, butter and eggs, cheese, canned goods and fish, and many of them have installed a small cooked meat department. All of which is what they should have done long ago. However, it is not too late, even yet, to improve the volume of business in every possible way.

One way is to build up a trade in meat dainties or specialties, or what the packers call "killing products." This list includes brains, hearts, sweetbreads, livers, kidneys, tongues, pork snouts, pork ears, tripe, plucks, pig tails, lamb fries, etc.

A Chance for Cheaper Meats

Many of these products were thrown or given away in former years. But the packers began stimulating trade in them by putting them up attractively, and because they were good and cheap, a very good trade was worked up. There is still much room for development, however, and retail butchers should be quick to see it and take advantage by stocking up and pushing the sale of these products.

The name "economy products" is used in offering them to the public. When once introduced they create a steady demand, because many of them can be made into dainty dishes. There is no waste, and the price is very reasonable.

A good suggestion is for the merchant to lay in a stock of this kind of goods, take a few of each, lay them out on nice, clean platters, and show them to advantage in the windows or counter case, with a small neat sign calling attention to these meat specialties as being reasonable and good, having no waste, and being a very welcome change from the daily roast, steak, chop, or stew.

The Merchant Must Popularize the Goods

It is up to the merchant to call his customers' attention to these products, and tell his customers why they should buy them, and the many ways they can be served. For instance, brains can be scrambled with eggs, which is a delicious dish. They can be potted, stewed, fried, boiled or served en casserole with vegetables. Any old way they are cooked they are good. Ask those who know.

Hearts from any meat animal are fine when baked, stuffed, broiled or fried in cracker dust and egg. A few minutes parboiling improves them. They make a splendid stew, and boiled with vegetables are good enough for the most fastidious.

Sweetbreads need no boosting, because everybody knows how good they are and in how many different ways they can be cooked. They need not necessarily be calf sweetbreads, as these are the most expensive of the killing products. Beef breads are considered by many to be just as good when properly cooked, also lamb breads.

Suggestions for Cooking

Almost every housekeeper thinks the only way to cook liver is to fry it. It's up to the merchant to tell her that a piece of tender liver, prepared like beef a la mode, with a few strips of beef fat or fat pork run through it, and baked with carrots and green peas, is a splendid dish. Of course, calves' liver is expensive, as is everything from the calf, but beef, lamb, or pigs' liver is also good, and there is no waste, which is a strong talking point.

Lamb or pork kidneys, when strung on a wire skewer with a small piece of bacon between each one, and nicely broiled, is a dish fit for a king, and brings a fancy price in the high-class restaurants. It is served with the skewer left in the meat and never yet failed to please those who were fortunate enough to think of ordering it. Livers fried, stewed or on toast are not to be passed over lightly.

Tripe stewed with oysters or soft clams makes a most delectable dish, and so on down the list. Each of these products can be cooked in so many different ways, every one of them making a fine dish. They are no trouble to handle, there is a very nice profit in them and a good trade can be built up.

It is the small items that help build up a business, combined with the ability of the shopkeeper to advise and make suggestions to his trade, which are gladly received by most women, particularly those who cannot afford to buy meat as they would like.

In former years the ordinary family had a 10-pound roast costing from $1.50 to $2. To-day the same roast would cost about $4. Legs of lamb or a roast of pork or poultry cost about the same. Even a piece of corned beef or a shoulder of mutton is beyond the pocket-book of many families to-day.

So it is that the despised by-products of former days are now coming into their own.—The Packer.

CANADIAN APPLE EXPORTS

The following shows the quantity of Canadian apples imported into the United Kingdom between January 1 and March 31, 1919, and for the same period in 1916, 1917 and 1918, together with a statement of the total imports of apples:

Total imported, cwts.—1916, 587,226; 1917, 688,252; 1918, 193,719; 1919, 1,742,167.

Imported from Canada, cwts.—1916, 217,147; 1917, 233,798; 1918, 307; 1919, 369,882.

The embargo placed upon imports of apples into Australia which became effective during the past winter, has caused considerable concern to exporters in British Columbia, and concerted efforts have recently been made to effect a modification or removal of this barrier. British Columbia ordinarily exports some 75,000 boxes of apples to Australia, and has found that market especially valuable as an outlet for the smaller sizes of apples, for which the home demand is quite limited. Contracts are usually made at about this season of the year or earlier.

A RATE MADE FOR B. C. FRUIT SHIPMENTS TO PRAIRIE POINTS

Special local rates on Canadian-grown berries, cherries and currants in carloads are made effective June 1, 1919, by the Dominion Express Company, from Creston, Duck Creek, Hatzic, Huntington, Kelowna, Penticton, Summerland, Vancouver and Vernon, B.C., to Calgary, Edmonton, Camrose, Winnipeg, Moose Jaw, Regina, Saskatoon, Weyburn and Yorkton. The rate to Yorkton is $2.25 per 100 pounds; to all other points $2 per 100 pounds. These rates expire about August 31, 1919, unless sooner cancelled, changed or extended.

DEMANDS OF STOCKYARDS MEN ARE MET

By granting an increase of from fifteen to seventeen per cent. and a ten-hour day, the last differences between the employees and employers of the Union Stock Yards has been adjusted. The Board of Conciliation, composed of Judge Snider, Gideon Grant and Fred. Bancroft, awarded the men a substantial percentage of all that they demanded. The agreement was signed by F. C. Fletcher, C. E. Topping and A. S. Giles, for the employers, and by L. Braithwaite, John Menzies and Walter Hill, for the men.

The salient points in the agreement were the granting of the ten-hour day, to be performed in eleven consecutive hours; time and a half for overtime; Friday or Saturday off for men who work on Sunday; either Thursday, Friday or Saturday off for night shift men, and wages of forty-two cents an hour for night men, and forty cents an hour for the day men.

MAKING FRIENDS THROUGH ADVERTISING

Continued from page 31

first milestone as a drug and grocery business in Pilot Mound, and we are going to commemorate the event by putting on a special sale on that day. During the past year we have had a considerable prejudice and opposition to overcome to change from the old credit order of things to the up-to-date cash system. Anything new or drastic in this old business world needs considerable missionary work. We are pleased to say that our policy of lowest prices, courteous service and honest, open invitation to the public has enabled us to overcome that prejudice to a very large extent, and to-day we are in a better position than ever to serve you. We were told we could not run this business on a cash basis. We have done so. We were told the drug and grocery business would not make a successful combination. It has proven successful, and for this we want to thank you, the people of this district. It is your store, make use of it. Below we offer a list of bargains that should make our first anniversary a memorable event in this community; as you know by now, we mean exactly what we say when we advertise a bargain."

In connection with the grocery department glassware is offered for sale.

DEPT. OF AGRICULTURE SURVEY OF B. C. FRUIT

In British Columbia early reports indicate a 50 per cent. increase over last year in the Okanagan Valley. There is a particularly heavy one of Jonathan, McIntosh and Wealthy, which were light in 1918. Yellow Newtown is not as promising as other varieties. The crop will undoubtedly exceed that of 1918, due to the maturing of young orchards, as well as to the excellent prospects now indicated. On Vancouver Island all varieties indicate a heavy crop except Jonathan and Newtown, which are medium. Excellent reports for all varieties have been received from the Kootenay Valley. The Creston district had a medium to heavy bloom of early and winter varieties, and a fair to medium bloom of fall varieties.

Cherries and Pears Heavy

In British Columbia cherries and pears promise a fairly heavy crop, slightly less than 1918. Except in lower Fraser Valley, where early frosts caused most of the pears to fall—a light pear crop is expected from this section. Plums and peaches show an increase of 10 per cent. with prunes equal to last year, and apricots 15 per cent. better in the Okanagan Valley. On Vancouver Island the plum blossoms were caught by frost and cold winds, which may have reduced the crop in that district.

The following shows the acreage of small fruits on Vancouver Island and the Lower Mainland of British Columbia this year, together with an estimate of the probable yield:

Vancouver Island strawberries, 158 acres; 335 tons.

Lower Mainland—Burnaby, strawberries, 10 acres, 30 tons; raspberries, 18 acres, 45 tons. Hammond-Haney, strawberries, 75 acres, 240 tons; raspberries, 45 acres, 120 tons. Strawberry Hill, strawberries, 14 acres, 35 tons. Hatzic-Mission, strawberries, 181 acres, 425 tons; raspberries, 203 acres, 750 tons. Chilliwack, strawberries, 45 acres, 110 tons; raspberries, 55 acres, 135 tons.

CANADIAN EXPORTS OF EGGS DECLINE

		Cases.
March		7,620
April		8,405
May 1st to 10th	6,300	
May 11th to 17th	7,473	
May 18th to 24th	3,100	
May 25th to 31st	1,100	
		18,023
June 1st to 7th	50	
June 8th to 14th	595	
June 15th to 21st	900	
		1,545
Total (1,067,790 dozen)		35,593

CANADIANS LIKE SOCKEYE

Vancouver, July 2.—A British Columbia canner who has a surplus of the cheaper salmon to market says: "The Canadian public has a taste for sockeye salmon, and if the Government could keep every kind of fish out of the country except chums, the people could not be forced to use them." There was an initial shipment made recently to Suva, Fiji Islands, from the stocks in Vancouver.

COTTON SEED OIL FOR MARGARINE ADMITTED FREE

By a new regulation cotton seed oil and oleo oil to be used in the manufacture of margarine will be admitted free of duty, though the product admitted free must be used solely in the manufacture of this product.

This change will be a considerable advantage to the Canadian manufacturer of margarine, who in the past has had to compete against margarine manufactured in the United States and admitted duty free, while he had to pay duty on several of the raw products entering into the manufacture of the product here.

U. S. HOLDINGS OF FROZEN POULTRY INCREASE HANDILY

The United States Government report, on storage holdings of frozen poultry June 1st 1919, in detail, shows a very marked increase in holdings in storage over last year. The figures are as follows:

	Storages.	Pounds.
Broilers	194	8,698,089
Roasters	193	14,135,523
Fowls	211	11,080,965
Turkeys	214	6,326,554
Miscellaneous	253	15,189,421
Total poultry	309	55,430,552

	June 1, 1918.	June 1, 1919.	Increase.
Broilers	1,709,557	8,860,284	406.6%
Roasters	3,923,303	14,030,763	257.6%
Fowls	2,749,077	10,962,670	298.8%
Turkeys	5,935,173	6,287,150	5.9%
Miscellaneous	4,022,017	14,630,646	263.8%
Total poultry	18,339,127	54,571,513	197.6%

Frozen Eggs—	Pounds.
194 houses, June 1, 1919	11,309,725
191 houses, June 1, 1919	11,305,825
191 houses, June 1, 1918	11,337,804
Decrease (.03 per cent.)	32,039

Produce, Provision and Fish Markets

ONTARIO MARKETS

TORONTO, July 4th—The produce markets are firm to stronger this week. Fresh meats, provisions and cooked meats are all very firm, and from one to two cents higher in some instances. Butter and eggs are higher, and cheese, too, shows a slight advance.

Fresh Meats Sell at Strong Prices

Toronto.

FRESH MEATS. — The market for fresh meats is generally strong, although the fact that there are now on the market some grass cattle has had a tendency to ease prices on beef of this kind. Prices for live stuff is, on the whole, strong, and dressed pork is holding very firm. It is the opinion of some dealers that the signing of peace will mean generally higher prices for both beef and pork, as the demand from Europe is likely to be on a very large scale. Where beef, however, from grass fed cattle is quoted, the prices are lower, but on the stall fed kind, there are strong quotations ruling.

FRESH MEATS

Hogs—		
Dressed, 70-100 lbs., per cwt. ..	....	$30 00
Live, off cars, per cwt.	....	22 50
Live, fed and watered, per cwt.	....	22 25
Live, f.o.b., per cwt.....	....	21 25
Fresh Pork—		
Legs of pork, up to 18 lbs.....	....	0 40
Loins of pork, lb.	0 42	0 43
Tenderloins, lb.	....	0 45
Spare ribs, lb.	0 20	0 21
Picnics, lb.	0 28	0 30
New York shoulders, lb.	0 28	0 31
Montreal shoulders, lb.	0 29	0 32
Boston butts, lb.	....	0 35
Fresh Beef—From Steers and Heifers—		
Hind quarters, lb.	0 25	0 29
Front quarters, lb.	0 12	0 16
Ribs, lb.	0 18	0 28
Chucks, lb.	0 12	0 14
Loins, whole, lb.	....	0 35
Do., short, lb.	0 30	0 38
Hips, lb.	0 22	0 26
Cow beef quotations about 2c per lb. below above quotations.		
Calves, lb.	0 20	0 26
Lambs, whole, lb.	0 28	0 30
Spring lamb	....	0 40
Sheep, whole, lb.	0 14	0 16
Above prices subject to daily fluctuations of the market.		

Provisions Hold at Firm Levels

Toronto.

PROVISIONS.—The market for provisions continues very strong, with few changes as compared with a week ago. The fact that the market for live hogs is very strong holds provisions at strong levels. There is a brisk demand for both hams and bacon. Ordinary breakfast bacon is selling around 48c and 49c, and roll bacon around 38c per lb.

Hams—		
Medium	0 46	0 48
Large, per lb.	....	0 44
Backs—		
Skinned, rib in	....	0 49
Boneless, per lb.....	0 55	0 58
Bacon—		
Breakfast, ordinary, per lb....	0 48	0 50
Breakfast, fancy, per lb.....	0 57	0 59
Roll, per lb.	....	0 38
Wiltshire (smoked sides), lb...	0 41	0 42
Dry Salt Meats—		
Long clear bacon, av. 50-70 lbs.	0 32	0 34
Do., av. 70-100 lbs.....	....	0 98
Fat backs, 16-20 lbs.	....	0 33
Out of pickle, prices range about 2c per pound below corresponding cuts above.		
Barrel Pork—		
Mess pork, 200 lbs.	0 52	0 53
Short cut backs, bbl., 100 lbs..	60 00	63 00
Pickled rolls, bbl., 200 lbs., heavy	....	60 00
Do., do., do., lightweight ..	....	60 00
Above prices subject to daily fluctuations of the market.		

Inquiry For Cooked Meats is Active

Toronto.

COOKED MEATS.—The inquiry for cooked meats continues very active, and both boiled and roast hams are in great demand. Boiled ham is selling at 64c per lb., and roast hams at 65c. This is a cent higher than a week ago. Other quotations are unchanged.

Boiled hams, lb.	....	0 64
Hams, roast, without dressing, lb.	....	0 65
Shoulders, roast, without dressing, per lb.	0 52	0 53
Head Cheese, 6s, lb.	0 14	0 15
Meat Loaf with Macroni and Cheese, lb.	0 25	0 00
Choice jellied ox tongue, lb.	0 63	0 65
Pork and Tongue, lb.	....	0 46
Above prices subject to daily fluctuations of the market.		

Lard Sells at Unchanged Price

Toronto.

LARD.—There continues a very heavy demand for lard. It is selling at from 36½c to 37c per lb.

Lard tierces, 400 lbs., lb.....	0 36½	0 37

In 60-lb. tubs, ½c higher than tierces, pails ¾c higher than tierces, and 1-lb. prints, 2c higher than tierces.

Shortening is Selling Freely

Toronto.

SHORTENING. — Shortening is also selling very freely, and again this week, prices show a slight advance over the preceding week. Shortening is selling at from 31c to 31¾c per lb.

Shortening, tierces, 400 lbs., lb...	0 31	0 31¾

Stronger Prices Rule on Cheese

Toronto.

CHEESE. — Slightly stronger prices rule in the market for cheese this week. High prices are being paid on the boards for cheese. There is a good demand for it. New large cheese is selling at from 32c to 32½c.

Cheese—		
New, large	0 32	0 32½
Stilton (new)	....	0 34

Twins ½c lb. higher than large cheese. Triplets 1½c higher than large cheese.

Firmer Quotations on Creamery Butter

Toronto.

BUTTER.—Quotations on butter are firmer. The Government is buying a good deal of butter but the price it is paying is a good bit of an uncertainty. Dealers are quoting fresh made creamery prints at from 53 to 55c, and creamery solids at 54c.

Creamery prints (fresh made)	0 53	0 55
Creamery solids (fresh made)	....	0 54
Dairy prts., fresh separator, lb.	....	0 47
Dairy prints, No. 1, lb.	....	0 45

Quotations on Eggs Slightly Higher

Toronto.

EGGS.—Prices of eggs are slightly higher. Receipts are not quite so heavy. New-laids in cartons are selling to the trade at from 49c to 51c, and new-laids at from 46c to 47c.

Eggs—		
New laids in cartons, doz.	0 49	0 51
New laids, doz.	0 46	0 47
Prices shown are subject to daily fluctuations of the market.		

Margarine is in Little Demand

Toronto.

MARGARINE.—There is not much demand for margarine at the present time. Prices are unchanged.

Margarine—		
1-lb. prints, No. 1	0 35	0 36
Do., No. 2	0 32	0 34
Do., No. 3	0 28	0 29

Solids 1c per lb. less than prints.

Poultry Receipts Are Increasing

Toronto.

POULTRY.—There is a good demand now ruling for poultry, and receipts are increasing. Spring chicken is selling at from 50c to 55c per lb. It is arriving more freely. Fowl over 4½ lbs. is selling at 28c, and fowl under 4½ lbs. is selling at 26c.

Prices paid by commission men at Toronto:

	Live	Dressed
Ducklings, lb. .....$	....-$0 35	$....-$0 40
Turkeys, old, lb.	....- 0 25	....- 0 30
Do., young, lb. ..	....- 0 30	....- 0 35
Roosters, lb.	....- 0 22	....- 0 25
Fowl, over 4½ lbs..	....- 0 28	....- 0 28
Fowl, under 4½ lbs...	....- 0 26	....- 0 26

Prices quoted to retail trade:

	Dressed
Hens, heavy ..... $....	$0 35
Do., light	0 33
Chickens, spring	0 50 0 55
Ducklings	0 35 0 40
Turkeys	0 35 0 45

QUEBEC MARKETS

MONTREAL, July 1.—Provision markets are without changes this week of a startling nature. Creamery butter has firmed 1 cent per pound; fresh beef prices on some cuts are shaded in varying degrees; smoked hams are higher and bacon firm. Barrelled pork is quoted higher, and margarine is firmer in some quarters. Eggs are expected to decline. Fresh fish is lower in price.

Beef Prices Shaded; Pork is Holding

Montreal.

FRESH MEATS.—There have been some revisions of price downward on various cuts of beef, and there is a steady feeling on pork products, though the sale is limited for fresh-killed stock. Quotable basis is unchanged for live hogs, though that for dressed is slightly higher.

Hogs, live	22 00	22 50
Hogs, Dressed—		
Abattoir killed, small, 65-90 lbs.	....	32 00
Sows (heavy)	25 00	25 50
Fresh Pork—		
Leg of pork (trimmed) (foot on)	....	0 38
Loins (trimmed)	....	0 43
Loins (untrimmed)	....	0 41
Spare ribs	....	0 25
Trimmed shoulders	0 29	0 30

Fresh Beef—

(Cows)			(Steers)
$0 25	$0 26	Hind quarters..	$0 28 $0 29
0 14	0 17	Front quarters.	0 16 0 18
....	0 28	.... Loins	.... 0 35
....	0 25	..... Ribs	.... 0 28
....	0 15	.... Chucks	0 15 0 16
....	0 26	..... Hips	.... 0 28

Calves (as per grade)	0 22	0 25
Lambs, 30-40 lbs.(whole carcass), lb.	....	0 36
No. 1 Mutton (whole carcass), lb.	....	0 20

Ham is Higher; It and Bacon Sell

Montreal.

CURED MEATS.—With an excellent demand obtaining for hams, there has been a firming of the price basis, and quotations are marked up on to five cents per pound. Bacon is in demand, too, though there are no price revisions. Barrelled pork prices have become firmer.

Hams —		
Medium, smoked, per lb.—		
(Weights), 12-14 lbs.	....	0 46
14-20 lbs.	....	0 46
20-25 lbs.	....	0 42
25-35 lbs.	....	0 38
Backs—		
Plain	....	0 48
Breakfast, per lb. (as to qual.)	0 46	0 56
Rolls, per lb.	0 38	0 39
Dry Salt Meats—		
Long clear bacon, ton lots	0 30½	0 31½
Lond cuear bacon, small lots	0 31	0 32
Barrel Pork—		
Fat backs, lb.	....	0 33
Canadian short cut (bbl.) 30-40 pieces	62 00	62 50
Clear fat backs (bbl.) (40-50 pieces	....	69 00
Heavy mess pork (bbl.)	....	52 00
Bean pork (bbl.) (American) (60-80 pieces)	....	54 50

Cooked Hams Sell On Firmed Basis

Montreal.

COOKED MEATS.—On the firmed basis given last week a good trade is being done. Ham, head cheese and ox tongue continue, as usual, to be favorite sellers.

Head Cheese	0 13	0 15
Choice jellied ox tongue	0 65	0 66
Jellied pork tongues	....	0 44
Ham and tongue, lb.	....	0 32
Veal and tongue	....	0 25
Hams, roast	0 62	0 64
Hams, cooked	0 62	0 64
Shoulders, roast	....	0 52
Shoulders, boiled	....	0 52
Pork pies (doz.)	....	0 85
Blood pudding, lb.	....	0 12

Active Lard Sales; Basis Holds Firm

Montreal.

LARD.—Under a steadily good demand the price basis for lard holds firm. Sales have been large in the aggregate and the tendency of the market is a strong one.

LARD, pure—		
Tierces, 400 lbs., per lb.	0 37¼	0 37½
Tubs, 50 lbs., per lb.	0 37½	0 38
Pails, 20 lbs., per lb.	0 37¾	0 38¼
Bricks, 1 lb., per lb.	0 39	0 40

Shortening is Steady Seller

Montreal.

SHORTENING.—At this time there is a steadily good demand for shortening in the local and nearby markets. Prices are quite fully maintained.

SHORTENING—		
Tierces, 400 lbs., per lb.	....	0 31
Tubs, 50 lbs., per lb.	0 31¼	0 31½
Pails, 20 lbs., per lb.	0 31½	0 31¾
Bricks, 1 lb., per lb.	....	0 32½

Strength Manifest For Margarine

Montreal.

MARGARINE.—While there is not a great deal of change, the basis of price as obtaining for margarine is continuing strong. Sales are made on a fairly satisfactory basis, considering the hot weather conditions.

Margarine—		
Prints, according to quality, lb.	0 36	0 38½
Tubs, according to quality, lb.	0 32	0 34½

Butter Up 1 Cent; A Big Seller

Montreal.

BUTTER.—At the sales held in the country, butter demand is keen and sales have brought advanced prices of 2c to 3c per pound. The local basis has firmed to the extent of 1c. There is a good healthy consumptive demand at full prices.

BUTTER—		
Creamery prints, fresh made	0 55	0 56
Creamery solids, fresh made	0 54	0 55
Dairy prints	....	0 45
Dairy, in tubs, choice	....	0 44

Cheese is Moved; Basis Uncertain

Montreal.

CHEESE—Prices are not changed in any way and there has been a fair demand from the consuming trade. An erratic state prevailed during the week and there was considerable variance manifest at the different cheese boards throughout the country. Demand might be better for export account although offerings have been taken up pretty closely.

CHEESE—		
New, large, per lb.	....	0 32
Twins, per lb.	0 32	0 32½
Triplets, per lb.	....	0 32
Stilton, per lb.	....	0 35
Fancy, old cheese, per lb.	0 35	0 36

Expected Eggs Will Be Lower

Montreal.

EGGS.—A cessation of hot weather conditions probably has served to improve the quality of eggs arriving in this market, but there is almost sure to be a lowering of prices with stock accumulating. This fact is clear, that good, first-class eggs are in continued demand at good prices, while the uncertain quality of other grades makes them available at easier prices.

EGGS—		
No. 2	....	0 43
No. 1	....	0 48
Selects	....	0 52
New laids	....	0 56

Poultry Changes Are Here Absent

Montreal.

POULTRY.—With storage stocks not heavy, the export demand having taken a great deal of the surplus that would orinarily accumulate, prices have continued to hold steadily. There is a domestic demand still, and some export. Shipments from the country continue to arrive.

POULTRY (dressed)—		
Chickens, roast (3-5 lbs.)	0 40	0 41
Chickens, roast (milk fed)	0 45	0 46
Broilers (3-4 lb. pr.)	0 44	0 47
Ducks—		
Brome Lake (milk fed green)	....	0 46
Young Domestic	0 38	0 40
Turkeys (old toms), lb.	....	0 49
Turkeys (young)	....	0 50
Geese	0 30	0 31
Old fowls (large)	....	0 36
Old fowls (small)	....	0 32
Live—Old fowl	0 33	0 36
Roosters	....	0 30
Turkeys	....	0 40
Broilers	0 48	0 50

Supplies Continue; Fresh Fish Less

Montreal

FISH.—With good supplies arriving from week to week, the fresh fish markets are well supplied with a variety of lake and sea fish that meets the requirements well. Prices are lower on cod and flounders, while haddock are selling on a fair price basis. There are plenty of frozen fish at favorable prices for those wanting them. Express shipments are now quite frequent.

FRESH FISH

Carps, per lb.	0 11	0 12
Dore	....	0 18
Eels, each	....	0 35
Bullheads (dressed)	....	0 15
Gaspereaux, each	....	0 07
Haddies	0 12	0 13
Fillet Haddies	....	0 18
Haddock	....	0 07
Halibut, Eastern	0 23	0 24
Halibut (Western)	0 22	0 23
Steak, cod	0 09	0 10
Market co d	0 06½	0 07
Flounders	....	0 07
Prawns	....	0 30
Pike, per lb.	0 12	0 13
Live lobsters	0 45	0 50
Boiled lobsters	0 30	0 35
Salmon (B.C.), per lb., Red	0 30	0 32
Salmon, Gaspe	0 35	0 40
Shad	....	0 13

Skate	....	0 17
Lake Trout	....	0 18
Mackerel	....	0 15
Shrimps	0 35	0 40
Whitefish	0 17	0 18
Trout, brook	....	0 40
FROZEN FISH		
Gaspereaux, per lb.	0 06½	0 07
Halibut, large and chicken	0 19	0 20
Halibut, Western	0 20	0 21
Halibut, medium	0 21	0 22
Haddock	0 06	0 06½
Mackerel	0 14	0 15
Dore	0 14	0 15
Smelts, No. 1, per lb.	0 12	0 13
Smelts, No. 2, per lb.	0 07	0 08
Pike, Headless and Dressed	0 10	0 11
Market Cod	....	0 05½
Whitefish, small	0 11	0 12
Sea Herrings	0 07½	0 08
Steak Cod	....	0 08
Gaspe Salmon, per lb.	0 24	0 25
Salmon Cohoes, round	0 17½	0 18
Salmon, Qualla, Hd. and Dd.	0 13	0 14
Whitefish	0 15	0 16
Smelts, extra large	....	0 22
Lake Trout	0 19	0 20
Lake Herrings, bag, 100 lbs.	....	6 00
Alewires	0 05½	0 06
SALTED FISH		
Codfish—		
Codfish, large bbl., 200 lbs.	....	$20 00
Codfish, No. 1, medium, bbl., 200 lbs.	18 00	....
Codfish, No. 2, 200 lb. barrel	17 00	....
Pollock, No. 1, 200 lb. barrel		15 00
Codfish, strip boneless (30-lb. boxes), lb.	0 20	0 23
Cod (boneless) (24 1-lb. cartons)		0 20
Codfish (Ivory) (2-lb. blocks, 20-lb. bx)		0 19
Boneless cod (2-lb.)	....	0 23
Shredded codfish (12-lb. box)	....	2 50
Dried codfish (100-lb. bbl.)	....	20 00
PICKLED FISH		
Herrings (Scotch cured), barrel	11 25	12 00
Scotia, barrel	....	12 00
Do., half barrel	....	6 25
Mackerel, barrel		34 00
Salmon, Labrador (200 lbs.)	....	26 00
Salmon, B.C. (200 lbs.)	....	24 50
Sea Trout (200-lb. bbls.)	....	25 00
Turbot (200 lbs.)	....	17 00
Codfish, tongues and sound, lb.	....	0 15
Eels, lb.	0 16	0 17
OYSTERS		
Cape Cod, per barrel	....	16 00
Batouche, per barrel		15 00
Scallops, gallon	....	4 50
Can No. 1 (Solids)	....	2 50
Can No. 3 (Solids)	....	7 50
Can No. 5 (Solids)	....	12 50
Can No. 1 (Selects)	2 50	3 00
Can No. 3 (Selects)		9 00
SUNDRIES		
Paper Oyster Pails, ⅛ per 100		1 75
Crushed Oysters Shell, 100-lbs.		$1 60
Paper Oyster Pails, ¼-lb. per 100		2 25

BRITISH COLUMBIA MARKETS

Con. from p. 45

Cheese and Lard At Strong Figures

Vancouver.

PROVISIONS.—Strong prices prevail on all provisions. Cheese is selling at 33½ cents and lard has advanced, under very heavy demand, to 38½ cents. Bacon is selling at 52 cents, and hams at 45 cents.

Cheese	....	0 33½
Lard	....	0 38½
Compound	....	0 38½
Bacon	....	0 52
Hams	....	0 45

Teas Are Likely To Go Higher

Vancouver.

TEAS.—No new advances are noted in the prices of teas this week, although the market is very firm and with the tendency upward, further gains are not unlikely.

Ceylon Teas—		
Pekoe	0 31	0 38
Broken Pekoe, chests, lb.	....	0 42
Do., Orange Pekoe, chests, lb.	0 48	0 51
Less than chests, one cent per pound more.		
Tea, Java—		
Broken Pekoe	0 37	0 43
Broken Orange Pekoe	0 50	0 55
Tea Indian—		
Pekoe	0 39	0 43
Broken Orange Pekoe	0 44	0 52

Hog Receipts Very Light

Winnipeg.

HOGS.—Very light receipts of hogs have come on this market during the past week and this condition generally exists during the summer months. The market is firm with prices ranging from $21.50 to $22.00.

Eggs Poor Quality; Lower Prices

Winnipeg.

EGGS.—Owing to the excessively hot weather experienced in this province recently the quality of eggs coming to market has been very poor. The natural result has been to lower prices considerably. Country shippers are receiving from 30 to 35 cents per doz. for eggs. The same condition applies to this market as in the case of butter, in regard to the lowering of prices when supplies now being held at country points come to market.

Lower Butter Prices Coming

Winnipeg.

BUTTER.—Large quantities of butter are being held at country points awaiting shipment. When these supplies are received they will tend to bear the market down to somewhere near the scale of prices in the East. With the opening up of commerce following the settlement of the strike lower prices can be looked for. There is no ruling market for dairy butter yet, as little is coming in, owing to the fact that freight shipments are still tied up. No. 1 creamery butter is quoted at 50 to 52 cents per lb.

Decline In Fresh Salmon

Winnipeg.

FISH.—Lifting of the freight embargo following the settlement of the strike situation has resulted in a return to normal conditions insofar as both country and city business is concerned. A decline of two cents per lb. on fresh salmon has been made this week. No further price changes are anticipated for a week or so.

LAKE FISH		
Whitefish (fresh), lb.	....	0 13
Whitefish (frozen), lb.	....	0 12
Pickerel (fresh), lb.	....	0 14
Fresh Trout	....	0 20
Round Jackfish, lb.	....	0 09
Dressed Jackfish, lb.	....	0 09½
Speckled Trout, lb.	....	0 35
SEA FISH		
Fresh Halibut	....	0 20
Frozen Halibut, lb.	....	0 20
Frozen Salmon, lb.	....	0 20
Fresh Selmon, lb.	....	0 28

NOVA SCOTIA'S 1918 PRODUCTION OF APPLES

The final estimate of the production of apples in Nova Scotia last season is 825,000 barrels. This figure includes 300,000 barrels consumed within the province, of which 100,000 barrels were marketed. Of the remainder, 86,000 barrels were used by canning, cider and vinegar factories, 265,000 barrels exported to Great Britain, and 170,000 barrels shipped to points in Canada and Newfoundland, outside Nova Scotia

A WORD OF COMMENDATION

"Your editorial notes in your issue of June 13th, i.e., A Fair Examination, Lawyers and Farmers, Examine Business, and Sowing the Wind, seem to me to be timely and very fairly stated.

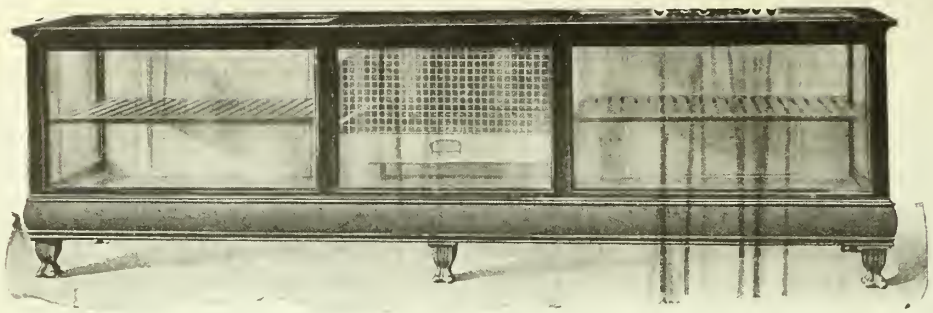
From a business point of view there is too much political and social unrest all over the world, and newspapers of influence, in many cases, are adding fuel to the flames, instead of acting as leaders to those who have not the knowledge and understanding necessary to deal with the present state of world affairs.

What we need at the present time is statesmen with clear and broad views; not politicians who follow the crowd, nor demagogues, whose doctrines and teachings lead only to anarchy and final destruction for the country which follows them."

E. W. HAY,
Falkenburg Station, Ont.

CUSTOMERS DEMAND DOUBLE SERVICE

BECAUSE customers so often asked him to go out and get certain articles in groceries for them on telephone orders, C. Hutchins, Walton Street, Port Hope, Ont., who has conducted a butcher business for many years, decided to stock groceries, and now for the past ten years he has handled both groceries and meats. The meat trade practically built up the grocery business, and in catering to the meat requirements of the people he has kept abreast of the times, in up-to-date equipment for his store. He has refrigerator counters and show cases for the display of his meats. This is the third season for it, and Mr. Hutchins believes it has been a great boon to business. "It has more than paid for itself," Mr. Hutchins told CANADIAN GROCER, "and last year our butter and egg business paid for its upkeep." The trade in fresh meats is much curtailed in the hot weather, and is rather superseded by the sale of cooked meats. This store sells a lot of the latter and when the uncooked meats are not in demand, and Mr. Hutchins makes a point of keeping a varied stock always on hand.



THE ARCTIC COUNTER REFRIGERATOR

Has a way of displaying perishables so temptingly and its scientific system of cold, dry air circulation keeps everything so deliciously fresh that it is difficult to resist the persuasion to buy. This is a splendid profit-maker and costs little.

EVERY PROGRESSIVE STORE SHOULD HAVE ONE

PREVENTS WASTE
CREATES SALES
ATTRACTS NEW TRADE

JOHN HILLOCK & CO., Limited

Office, Showrooms and Factory: 154 George St., Toronto

AGENCIES:—A. Tilley, 54 McGill College Ave., Montreal; Geo. Cameron, Sparks St., Ottawa; J. McMillan, 200 Main St., Winnipeg; Western Butchers Co., Regina, Sask.; M. E. Watt, 572 Knox St., Vancouver, B.C.

LARD

A good time to buy lard. And when you buy—buy "Star" Brand. There will be a big demand for lard to go to Europe—prices will be higher.

Made Under Government Inspection

F. W. FEARMAN CO.
LIMITED
HAMILTON

Do you need a good man?

Are you looking for a suitable partner, a wide-awake clerk, or an aggressive salesman?

Our Want Ad. Page is the most direct, the surest way to reach the man you want. The men who will read your ad. in the CANADIAN GROCER are men of ambition, keen-edged fellows—the very best class from which to select the man to fit in with your requirements.

And it only costs you two cents a word to talk to these men through a CANADIAN GROCER Want Ad. Just two cents a word to reach your man quickly!

Send along your ad. to-day. Forms close Tuesday each week. Rates: 2c word first insertion, 1c word each subsequent insertion; 5c extra for Box No. per insertion.

Send along your ad. to-day.

The Canadian Grocer
143-153 University Ave., Toronto

When in Doubt Try the "Want Ad" Page

Every week this page is being used to splendid advantage by others. If you have something to sell, or you want to buy a business, fixtures or equipment—or maybe you want a clerk, a traveller—try it out.

Two cents per word first insertion, and one cent per word for each subsequent insertion, and five cents extra per insertion for Box No. Payable in advance.

ADDRESS

CANADIAN GROCER - - 143-153 UNIVERSITY AVE., TORONTO

Keep your fat under cover in hot weather. All fats are affected by varying temperatures, and deteriorate with age. "Easifirst" is less susceptible than either butter or lard, and for that reason alone, is a particularly desirable shortening for summer months. With reasonable care it keeps sweet and fresh for weeks.

Your Customers appreciate that fact

Phone Junction 3400

GUNNS LIMITED
WEST TORONTO

57 57

HEINZ
57 VARIETIES

ARE QUALITY PRODUCTS

In the making of Heinz 57 Varieties, quality is insisted upon, first last and always. The maintenance of this ideal has placed the goods at the head of their field and has won for them the approval of thousands of consumers. It will pay you to sell and recommend Heinz 57 Varieties.

H. J. HEINZ COMPANY

All Heinz goods sold in Canada are made in Canada

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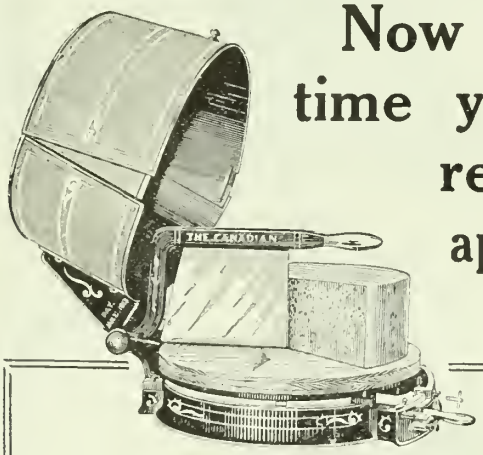

The CANADIAN Open

Now is the time you will really appreciate it.

If you have been wise and installed that "Canadian Cheese Cutter" on your counter you need not worry about possible loss of profit from slow service during a rush.

You can absolutely rely on its accuracy and quick-cutting qualities, which will enable you to satisfactorily handle any extra rush business.

"The Canadian" cuts clean and quick in 5c, 10c, 15c and 20c slices, or by weight in ¼, ½ and one pound cuts.

No up-to-date dealer can afford to be without the "Canadian." Only $18.00.

The Computing Cheese Cutter Co.
WINDSOR, ONT.

Perfected through years of scientific : : effort : :

The reputation possessed to-day by Connors Bros. High Class Sea Foods is the result of scientific efforts to produce a line of sea foods which would be all that the most particular could wish for in the way of delectability and wholesomeness.

That Brunswick Brand Sea Foods are all this may be judged from the big sales that follow Brunswick Brand displays.

Are you stocked? The following list will remind you of the six Brunswick Brand lines:

¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies
(Oval and Round Tins)
Kippered Herring
Herring in Tomato Sauce
Clams

CONNORS BROS. Limited
BLACK'S HARBOR, N.B.

O. K. Thirst Quenchers

Are you prepared to meet the warm weather demand for recognized thirst-quenchers that are easy to sell and net you good profits? Place your order now for

O'Keefe's

IMPERIAL
ALE, LAGER, STOUT

Beverages that are so well and favorably known and in such demand that to sell O'Keefe's all you have to do is tell your customers that you stock them. O'Keefe quality and O'Keefe advertising do the rest.

O'KEEFE'S TORONTO
Phone Main 4202

COSGRAVE'S PURE Malt Vinegar

It pays you best to sell branded, guaranteed goods. That's why you ought to sell COSGRAVE'S PURE MALT VINEGAR.

Attractively Labeled Bottles—2 Sizes

RETAIL PRICES:

Large Bottle 25c. Small Bottle 15c.

100% Pure *Well Advertised*

ASK YOUR JOBBER FOR IT

MATTHEWS-BLACKWELL PRODUCTS

MATTHEWS-BLACKWELL Products are goods of irreproachable quality. Sixty-seven years' experience in their manufacture is back of this statement.

This high standard of quality in manufacture and choice of ingredients assures a wide demand. The extensive consumer advertising being done all over Canada augments your selling arguments, and makes for more and easier sales.

For quality and flavor Matthews-Blackwell Products take first place among the best. Write for prices or send your order to our nearest plant.

Matthews-Blackwell, Limited

Established 1852

Plants at
Toronto Montreal
Hull Peterboro
Brantford

Branch Houses
Winnipeg Fort William
Ottawa Sydney
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Canada Food Board License 13-85.

By Appointment to H.M. King George V.

From War to Peace

The war restrictions on the shipment of Biscuits having been removed,

Huntley & Palmers Biscuits

are once again being sent to all parts of the world. They are of the same standard of

Unrivalled Quality

as in the past, and to prevent disappointment, the public should place their orders at once with their usual suppliers.

HUNTLEY & PALMERS LTD.
Biscuit Manufacturers
READING & LONDON
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Grocers Would Rather Sell

Purity Flour than an unfamiliar brand because they are aware of Purity's popularity among their customers.

Grocers make the same profit on Purity Flour and they sell more of it.

PURITY FLOUR

(Government Standard)

is a real business builder that stands for

"More Bread and Better Bread," and Better Pastry

Western Canada Flour Mills Co., Limited

Toronto, Winnipeg, Calgary, Brandon, Edmonton, Vancouver,
New Westminster, Victoria, Nanaimo, Prince Rupert, Nelson,
Rossland, Goderich, Ottawa, Montreal St. John, N.B.

A SUGGESTION

During the vacation months there are big possibilities of increasing your sales on foods and beverages that are used by the sportsman, afoot and afloat, and the automobilist.

A DISPLAY

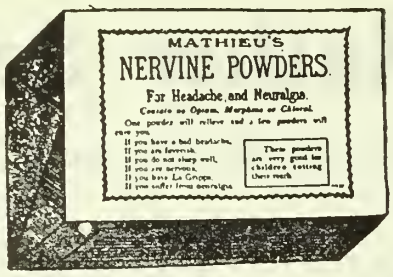
G. Washington's Coffee
Potted Meats
Sardines
Crackers
Ginger Ale
Cheese in Jars

and other like products on a small table where they can be handled and looked over, will make many a sale. Your customers will thank you.

DELICIOUS ICED COFFEE made instantly with

G Washington's REFINED Coffee

Went to War **Home Again**



The demand for a safe and reliable nerve remedy is efficiently filled by

MATHIEU'S
NERVINE POWDERS

It pays to push Mathieu's. Headache, Neuralgia, Sleeplessness and kindred nerve troubles yield to this dependable nerve tonic. Contains no injurious habit-forming drugs. You can safely recommend it.

J. L. Mathieu Co.,
Proprietors
SHERBROOKE QUEBEC

SUMORE

The Perfect Peanut

PACKED IN TINS

ASK YOUR JOBBER

OR

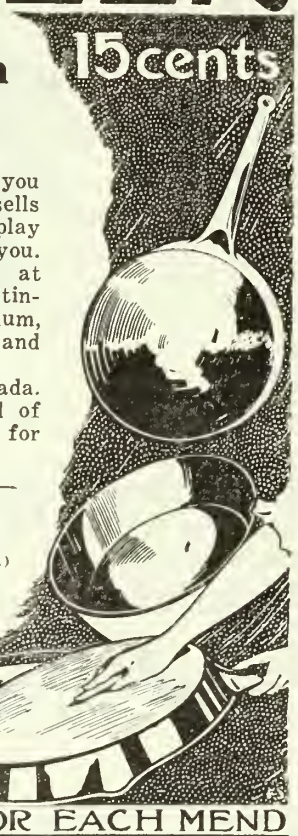
Montreal Nut and Brokerage Co.

30 and 32 Jurors Street, Montreal, P.Q.

LOGGIE SONS CO., Agents, TORONTO

VOL-PEEK

A Fast Seller, with Big Profits



Vol-Peek is the most rapid seller you can place on your counter. It sells on sight. Our bright colored display stand will make many sales for you. Vol-Peek mends kitchen utensils at **½ cent per mend.** Pots, pans, tinware, graniteware, copper, aluminum, etc. Easily applied, sanitary and guaranteed satisfactory.
Sold and advertised all over Canada. Write to-day for a display stand of 24 packages, $2.25. 60% profit for you.

Order through your jobber or direct to—

N. NAGLE & CO.

(Owning and operating Vol-Peek Mfg. Co.)
BOX 2024. MONTREAL, CANADA

COSTS ONLY ½c FOR EACH MEND

GROCERS

ORDER YOUR STOCK OF

Champagne de Pomme *NOW*

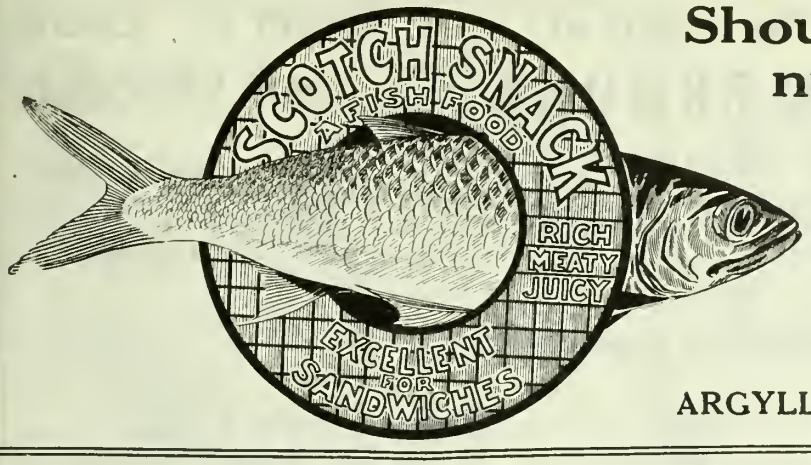
It makes a delicious drink. Put up in pint bottles or splits. Recommend it to your customers. Pays a good profit. Easy to sell.

Order from your wholesaler or

Cie Canadien Importations

140 ST. CATHERINE ST. E.
Montreal

We want Agents in Every City and Town.



Should be in every Picnic Lunch Basket

Scotch Snack

Entirely "Different?" Particularly delicious for Sandwiches, Salads, Croquettes, etc. Nothing better for your customer's Picnic Parties. Sells easily and gives you a profit of 25 per cent.

ARGYLL BUTE, 637 St. Urbain St., MONTREAL

"PRIDE OF CANADA"

PURE MAPLE SUGAR AND SYRUP

We can supply this season's crop. Our goods are backed by a written guarantee to be absolutely pure maple only. Order your requirements now direct or from our Agents.

REPRESENTATIVES:—W. L. Mackenzie & Co., Limited, Winnipeg, Regina, Saskatoon, Calgary, and Edmonton; Oppenheimer Bros., Limited, Vancouver, B.C.; S. H. P. MacKenzie & Co., 33 Yonge St., Toronto, Can.; J. W. Gorham & Co., Halifax, N.S., and The Canadian Maple Products Company, Limited, 5 Justice Walk, Church Street, Chelsea, London, S.W.

MAPLE TREE PRODUCERS ASSOCIATION, LIMITED

Offices: 58 Wellington St. W., Montreal, Canada

SEASON 1919

Many of the restrictions upon the exportation of our productions during the war have now been removed, and others are about to be rescinded.

We hope shortly to again be able to ship to our Canadian friends our

"Old English Xmas Pudding," packed in tins and basins.

Silver Medal. Cream Stilton Cheese.

Particulars and enquiries from Hamblin Brereton, 256 Lemoine St., Winnipeg; Chapman, Montreal.

TUXFORD & NEPHEWS, MELTON MOWBRAY, ENGLAND

J. TOBIN & SONS

Representing

British Export Service Co.

of England

NEW MONEY MAKER FOR THE GROCERS

CELEBRATED

English Lavender

"A National Perfume"

Picked when in full bloom

Handsome Silent Show Case furnished free.

Are You Interested?

J. TOBIN & SONS - OTTAWA, ONT.

Looking for a Man?

Look for him where he should be found—in employment in the grocery business, the business you yourself are in.

Advertise to get him. Use a small classified advertisement, to cost you 2 cents a word. Put this low-priced advertisement in CANADIAN GROCER—the paper read by grocers and their men. Somewhere is the man good for you to have. You may not be able to attract him readily from his present place. On the other hand, he may be looking for you. But fish for him. Cast again and again. The best men are hardest to get.

What is a dollar or two spent on finding the man you want—if you get him?

Narrow your search. Use the newspaper that searches out for you among those where he is likely to be found.

Make your advertisement brief—like a telegram.

We provide a box number, if you want your identity concealed. And forward replies, of course.

Rates.—Two cents per word first insertion and 1 cent per word each subsequent insertion. Five cents extra per insertion if replies are to be sent to box number in our care.

Canadian Grocer
143-153 University Ave.
Toronto

The Quality of
HOLBROOKS
Imported
WORCESTERSHIRE SAUCE
is beyond question

Made and Bottled in England

YOU can get behind Holbrooks Imported Worcestershire Sauce with all the enthusiasm you are capable of. It's a winner from the word go.

People who buy it once will buy it again. There's a delicious piquancy — an exquisite "zest" — to every drop of Holbrooks that wins approval from hard-to-please people.

And you'll ring up a profit on every Holbrooks Sale that makes a continued selling effort worth while.

Holbrooks, Ltd.
Toronto and Vancouver

Baker's Cocoa and Chocolate

REGISTERED TRADE-MARK

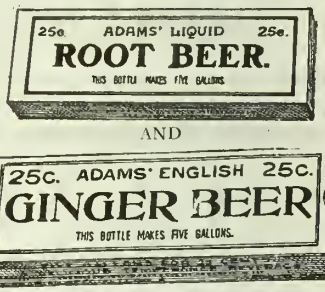
MAKE AND KEEP GOOD CUSTOMERS

They are most reliable goods sold with a positive guarantee of purity and superior quality; put up in conformity with the Pure Food laws; are readily sold, giving a quick turnover of stock.

MADE IN CANADA

WALTER BAKER & CO. Limited
Montreal, Can. Dorchester, Mass.
Established 1780

FOR HOME-MADE
SUMMER DRINKS



AND

25c bottles make 5 gallons.
15c bottles make 2 gallons.
25c sizes $2.10 per dozen, $24.00 per gross.
15c sizes $1.20 per dozen, $14.00 per gross.

Manufactured and for sale by
PARKE & PARKE, LIMITED
MacNab St. and Market Sq., Hamilton, Ont.

The Grocer of to-day must keep in close touch with market prices. If you are a reader of

CANADIAN GROCER

you will be better able to carry on your business.

Here's the Proof that

Sunset Soap Dyes

are the dyes for you to carry in stock. These few letters are selected from many written by dealers who are reaping profits every day.

Read what they say:

Steady Seller—No Complaints

"Sunset Soap Dyes have been a steady seller from the day they were placed on sale, and we have not had a complaint during the eight months we have been carrying them."

*—A Virginia Merchant.**

Successful, Satisfactory Seller

"We have not given any space to any item in our Toilet Goods department that has proven a more successful, satisfactory seller than the Sunset Soap Dyes."

*—A New York Department Store.**

Wonderful Repeaters

"Sunset Soap Dyes are the best that we have ever carried in our store and they are wonderful repeaters."

*—A Massachusetts Merchant.**

*Names on Application

Sunset Soap Dyes selling at 15c give you a very attractive profit.

Sunset Soap Dyes are being extensively advertised—you are sure to have calls. Send for a stock now packed in a sales-stimulating container ready to put on your counter and watch the quick turnover.

Liberal profits—No bother—Steady Repeaters

North American Dye Corporation

New Corporate Name of SUNSET SOAP DYE CO.
NEW ROCHELLE, N.Y. TORONTO, CANADA

Sole Representatives for U. S. and Canada
HAROLD F. RITCHIE & CO., INC.
New York Toronto

Field & Co.

(Fruit Merchants) Ltd.

40-41-42, KING WILLIAM ST.
LONDON, E.C. 4, ENGLAND

Cables: "Loudly, London"
Codes (Private): A.B.C. 4th and 5th Editions, Western Union and Bentleys.

Direct Shippers

Portuguese Sardines, French Sardines, Norwegian Brisling, Sild, Herrings, &c; Dried Fruits, Currants, Dates, Raisins Evaporated Fruits; Almonds and Nuts of all kinds, Shelled and Prepared Almonds; Almonlike (substitute for Prepared Almonds); Shelled Walnuts and Kernels; Spices; Rices, Tapiocas, &c.; Confectionery, Chemicals, &c.

Proprietors of

Turban BRAND BUSREH Dates

IN CARTONS. Cases each 60 nominal pounds

Turban COMPLETE Puddings

Whole Rice Custard
Barley Flake Custard
Sago Custard
Ground Rice Custard
Tapioca Custard
Semolina Custard

All ingredients in the packet. No Eggs, Sugar or Milk required. A quart of water and a packet of Turban gives a rich milky pudding for six persons. Cases each 6 dozen assorted.

OBAYO REAL SARDINES

The Élite of the Sea

Guaranteed real Sardines, carefully packed in pure oil. Of high grade quality and fine flavor. Attractive gold and blue labels.

Packed in following sizes, 22 m/m. ¼-club. Nominal 10 oz. 12 oz. and 18 oz. All with keys.

Special Quotations upon Application.

SIFTO
SALT IT FLOWS
BEST FOR TABLE USE
Two Salt brands that speed up your Salt Sales. They're well advertised and hundreds more housewives every month are coming to learn that SIFTO is "the Salt that flows," a delight to the table. And that Century Salt—pure and dazzling and economical—is the best all round household salt. Stock them both.
CENTURY SALT BEST FOR GENERAL USE
CENTURY TABLE SALT
THE DOMINION SALT CO. LIMITED SARNIA, ONTARIO
SIFTO SALT

If your jobber cannot supply you we invite your inquiry, when price lists and full information will be promptly sent you.

DOMINION SALT CO., Limited SARNIA, Canada
Manufacturers and Shippers

Cow Brand Baking Soda

A big seller because it measures up to the good housewife's every requirement in quality baking soda.

There is no more popular Baking Soda than Cow Brand.

Church & Dwight, Ltd.
MONTREAL

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $83.20 PER INCH PER YEAR

JAMS

DOMINION CANNERS, LTD.
Hamilton, Ont.

"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vav top Glass Jars, 16 oz. glass, 2 doz, case.	Per doz.
Blackberry	$3 35
Currant, Black	3 95
Pear	3 25
Peach	3 25
Plum	2 95
Raspberry, Red	3 95
Apricot	3 35
Cherry	3 45
Gooseberry	3 35

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	$2 30
12 oz. Glass, Screw Top, 2 doz. in case	2 55
16 oz. Glass, Screw Top, 2 doz. in case	3 25
16 oz., Glass, Tall, Vacuum, 2 doz. in case	3 25
2's Tin, 2 doz. per case	5 10
4's Tins, 12 pails in crate, per pail	0 82
5's Tin, 8 pails in crate, per pail	1 01
7's Tin or Wood, 6 pails in crate	1 42
30's Tin or Wood, one pail in crate, per lb.	0 20

PORK AND BEANS "DOMINION BRAND"

	Per doz.
Individual Pork and Beans, Plain, 75c, or with Sauce, 4 doz. to case	$0 85
1's Pork and Beans, Flat, Plain, 4 doz. to case	0 92½
1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case	0 95
1's Pork and Beans, Tall, Plain, 4 doz. to case	0 95
1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to the case	0 97½
1½'s (20 oz.) Plain, per doz.	1 25
Tomato or Chili Sauce	1 27½
2's Pork and Beans, Plain, 2 doz. to the case	1 50
2's Pork and Beans. Tomato or Chili Sauce, Tall, 2 doz. to case	1 52½
2½'s Tall, Plain, per doz.	2 00
Tomato or Chili Sauce	2 35
Family, Plain, $1.75 doz.; Family, Tomato Sauce, $1.95 doz.; Family, Chili Sauce, $1.95 doz. The above 2 doz. to the case.	

CATSUPS—In Glass Bottles

	Per doz.
½ Pts., Aylmer Quality	$1 90
Pts., Aylmer Quality	2 35
	Per jug.
Gallon Jugs, Aylmer Quality	1 62½
	Per doz.
Pints, Delhi Epicure	2 70
½ Pints, Red Seal	1 45
Pints, Red Seal	1 90
Qts., Red Seal	2 45
Gallons, Red Seal	6 45

BORDEN MILK CO., LTD., CONDENSED MILK

Terms, net, 30 days.

Eagle Brand, each, 48 cans	$9 60
Reindeer Brand, each 48 cans.	9 15
Silver Cow, each 48 cans	8 40
Gold Seal, Purity, each 48 cans	8 25
Mayflower Brand, each 48 cans	8 25
Challenge Clover Brand, each 48 cans	7 75

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	$6 65
Jersey Brand, Hotel, each 24 cans	6 65
Peerless Brand, Hotel, each 24 cans	6 65
St. Charles Brand, Tall, each 48 cans	6 75
Jersey Brand, Tall, each 48 cans	6 75
Peerless Brand, Tall, each 48 cans	6 75
St. Charles Brand, Family, each 48 cans	5 75
Jersey Brand, Family, each 48 cans	5 75
Peerless Brand, Family, each 48 cans	5 75
St. Charles Brand, small, each 48 cans	2 90
Jersey Brand, small, each 48 cans	2 90
Peerless Brand, small, each 48 cans	2 90

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	$6 25
Reindeer Brand, small, each 48 cans	6 50
Regal Brand, each 24 cans	5 90
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. CLARK, LIMITED MONTREAL

Compressed Corn Beef—½s, $2.90; 1s, $4.90; 2s, $9.35; 6s, $34.75.
Lunch Ham—1s, $6.95; 2s, $13.85.
Ready Lunch Beef—1s, $4.90; 2s, $9.
English Brawn — ½s, $2.85; 1s, $4.45; 2s, $8.95.
Boneless Pig's Feet—½s, $2.85; 1s, $4.45; 2s, $8.95.
Ready Lunch Veal Loaf—½s, $2.40; 1s, $4.40.
Ready Lunch Beef-Ham Loaf—½s, $2.40; 1s, $4.40.
Ready Lunch Beef Loaf—½s, $2.40; 1s, $4.40.
Ready Lunch Asst. Loaves—½s, $2.45; 1s, $4.45.
Geneva Sausage—1s, $4.35; 2s, $8.75
Roast Beef—½s, $2.90; 1s, $4.85; 2s, $9.45; 6s, $34.75.
Roast Mutton—1s, $6.95; 2s, $11.95; square cans, $45.00.
Boiled Mutton—1s, $6.35; 2s, $11.95; 6s, $45.00.
Jellied Veal—½s, $3.25; 1s, $4.95; 2s, $9.25.
Cooked Tripe—1s, $2.85; 2s, $4.90.
Stewed Ox Tail—1s, $2.25; 2s, $4.45.
Stewed Kidney—1s, $4.40; 2s, $8.45.
Mince Collops—½s, $1.90; 1s, $3.75; 2s, $6.75.
Sausage Meat—1s, $3.85; 2s, $7.90.
Corn Beef Hash—½s, $1.90; 1s, $3.90; 2s, $5.75.
Beef Steak and Onions—½s, $2.90; 1s, $4.80; 2s, $8.85.
Jellied Hocks—2s, $9.45; 6s, $30.00.
Irish Stew—1s. $2.90; 2s. $5.80.
Cambridge Sausage—1s. $4.45; 2s, $8.75.
Boneless Chicken—½s, $5.95; 1s. $9.95.
Boneless Turkey — ½s, $5.90; 1s. $9.00.
Ox Tongue—¼s, $4.95; 1s, $12.00; 1½s, $18.50; 2s, $23.95; 3½s, $44.00; 6s, $60.00.
Lunch Tongue—½s, $4.90; 1s. $10.45.
Mince Meat (Tins)—1s. $2.90; 2s. $4.00; 5s. $12.90.

Metal Safe Cabinet Register

MODEL 1930

CREDIT Registers have reached perfection in this type, which is the McCaskey Masterpiece—ONE-WRITING-SYSTEM.

Fire protection combined with System makes this Register the most popular of our several types, and an article unsurpassed—in possibilities — for retail accounting.

Leaves operate on balance. Lock and handle
Step system of top—fits into bottom of Cabinet like safe door.
Space for enlargement of Register from 130 accounts to 330.
Leaf guides for quick reference to numbers.
20 spaces to each leaf.
20 A to Z spaces immediately after index for Petty Accounts.
Cabinet electrically welded—not a bolt or screw.
Lining of Cabinet secret compound fire resisting.
Finish of Leaves and Cabinet dull black Japan.
Heavy wire springs, non-breakable.
Heavy protected spring prevents top from dropping.
Individual interchangeable index system.
Vacant space in bottom for articles requiring fire protection.

MADE—to accommodate any number of accounts.

SOLD—on the monthly payment plan.

Sizes

130 to 330 accounts in a single cabinet.
420 to 660 accounts in a double section.

Measurements

Closed—25 in. x 25 in. x 15 in. high.
Open—25 in. x 25 in. x 32 in. high.

THERE is no rival to this Register,—It stands alone,— Simple,— Durable,— Complete. As a silent partner to your business,—it is invaluable.

Scientific principles have made it possible to produce a Credit Register System in a Metal Safe Cabinet.

This Register occupies the smallest space, and accommodates the greatest number of accounts in a single cabinet of any ever devised. The entire construction is heavy steel, welded at all points, no bolts or screws, the inner lining of the cabinet is a scientific fire proof composition.

This Register has stood every trial, even to that of furnace test, and is certified perfect.

When the cabinet is closed no air can get in, nor any out (it is hermetically sealed),—where there is no air there can be no fire, it's a system of protection and safety to merchant, customer and clerk. Write for any detail information of interest.

COUNTER CHECK BOOKS OF ALL KINDS

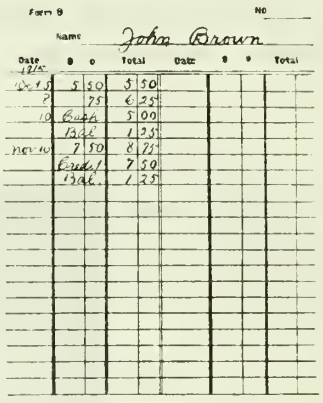
McCASKEY SYSTEMS LIMITED

235 to 245 Carlaw Ave. - - - TORONTO, CANADA

They're good business builders because your customers know how really delicious they are. Are you capitalizing that confidence by selling the full DEL MONTE line?

What the Security Envelope File Check System will do for you

This system of keeping accounts will



- Make trade increase easy — especially cost trade.
- Save time.
- Protect you against error.
- Give your customers entire satisfaction.
- Keep track of credit trade.

How the Security Envelope system does this is fully told in our explanatory booklet. Write to-day for a copy and see the system whereby a school-boy can keep your accounts and keep them correctly.

A. E. Taylor & Son

29 Ontario Street STRATFORD, ONT.

She Knows Cane's Washboards

You don't have to stop to explain to the housewife the merits of a "Cane" washboard. She knows from her own experience or her mother's that Cane's Washboards are the best she can buy.

All you do is hand over the wash board, tell her it's a "Cane" and collect your profit.

You should be able to show her these different Cane Washboards:

Diamond King—Glass rubbing plate.
Improved Globe—Zinc rubbing plate.
Original Globe—Extra heavy back with Zinc rubbing plate.
Western King—Enamel washing plate.

Your jobber will supply you with these best washboards as well as with Cane's Pails, Tubs, Clothes Pins and other woodenware.

The Wm. CANE & SONS Co., Limited
MANUFACTURERS
Newmarket Ontario

The Workman Knows

The workman knows the effect of a poor kalsomine or whitewash brush. Now tell him the cause — poor, uneven bristles insecurely fastened.

"KEYSTONE"
Kalsomine and Whitewash Brushes

are made of the best grade of bristles obtainable, and careful workmanship assures your customers of a brush which will flow the color smoothly and finish the job, unmarred by streaks or bristles shed on the surface.

Write for prices, etc.

Stevens - Hepner Co.
Limited
PORT ELGIN, ONT.

Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes

STEVENS-HEPNER CO., *Limited*
– PORT ELGIN, ONTARIO –

PEACHES PEACHES

Georgia Belles, Fine Yellow Flesh, Free Stones.

CALIFORNIA FRUITS

Plums Peaches Pears Cherries

We have cars of the best varieties now arriving regularly.

CANTELOUPES CANTELOUPES

Quality never was better. Prices lower.

GEORGIA WATERMELONS

California Oranges, Lemons, Grapefruit.

Canadian Small Fruits now coming. We get large consignments daily.

STRAWBERRIES, CHERRIES, GOOSEBERRIES.

ALL Kinds of VEGETABLES, Domestic and Foreign.

PETERS DUNCAN LIMITED

Head Office: 88 FRONT STREET, E. ∴ **TORONTO**

Branches: **NORTH BAY SUDBURY COBALT TIMMINS**

KING GEORGE'S NAVY

CHEWING TOBACCO

The finest quality Tobacco

The men of your town who look for and appreciate a chewing tobacco that is unquestionably superior will find their anticipations fully met by the splendid texture and flavor of King George's Navy. No good grocer can afford to omit this popular line from his tobacco stocks.

Rock City Tobacco Co., Ltd.

Oranges
California Lemons
and Early Vegetables

We Invite Correspondence

LEMON BROS.
Owen Sound, Ont.

Bulk Tea that's blended with a conscience.

Our Bulk Teas have the superior goodness made possible by a 46 years' experience in the blending of quality teas. Priced right to sell right and to give you a sizeable profit.

Minto Bros.
TORONTO
Originally Established 1873

J. W. DION
Commission Broker

17 Janiest Street QUEBEC, QUE.

I want agencies for foodstuffs for Province of Quebec

References: Molsons Bank, Quebec

SalesmenWanted

Men who have worked up a connection with the trade are far more valuable to you than inexperienced men. The way to locate them is through your trade paper, because wide-awake salesmen read it. When in need of salesmen use the Want Ad Page; the rates are 2 cents per word first insertion and one cent per word for each subsequent insertion, a charge of 5 cents extra is made for Box Number to cover cost of forwarding replies.

Mince Meat (Bulk)—5s, 17c; 10s, 16c; 25s, 15; 50s, $15.
Chateau Brand Pork and Beans, with Tomato Sauce—Ind., $1.05; 1s, $1.65; 2s, $2.35; 3s, $3.50. With Plain Sauce—Ind., 95c; 1s, $1.60; 2s, $2.30; 3s, $3.30.
Chateau Brand Concentrated Soups—Celery, $1.45; Consomme, $1.45; Green Peas, $1.45; Julienne, $1.45; Mutton Broth, $1.45; Ox Tail, $1.45; Pea, $1.45; Scotch Broth, $1.45; Chicken, $1.60; Mock Turtle, $1.45; Tomato, $1.50; Vermicelli Tomato, $1.50; Soups and Bouilli, 6s, $15.
Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 85c; 1s, $1.00; 1½s, $1.45; 2s, $1.90; 3s, talls, $2.50; 6s, $8; 12s, $16. Plain Sauce, Pink Label—Ind., 85c; 1s, $1.00; 1½s, $1.45; 2s, $1.90; 3s (talls), $2.50; 6s, $8; 12s, $12.
Chili Sauce (red and gold label)—Ind., 85c; 1s, $1.00; 1½s, $1.45; 2s, $1.90.
Vegetarian Baked Beans and Tomato Sauce—2s, $1.90.
Sliced Smoked Beef—½s, $2.45; 1s, $3.45; 4s, $24.
Canadian Boiled Dinner—1s, $2.35; 2s, $4.95.
Army Rations—Beef and Vegetables, 1s, $2.25; 2s, $4.95.
Spaghetti with Tomato Sauce with Cheese—½s, $1.35; 1s, $1.85; 3s, $3.25.
Tongue, Ham and Veal Pates—½s, $2.30.
Ham and Veal Pates—½s, $2.30.
Smoked Vienna Style Sausage—½s, $2.45.
Pate De Foie—¼s, 75c; ½s, $1.40.
Plum Pudding—½s, $1.95; 1s, $3.85.
Potted Beef Ham—¼s, 75c; ½s, $1.40.
Beef—¼s, 75c; ½s, $1.40.
Potted Tongue—¼s, 75c; ½s, $1.40.
Potted Game (Venison)—¼s, 75c; ½s, $1.40.
Potted Veal—¼s, 75c; ½s, $1.40.
Potted Meats (Assorted)—¼s, 80c; ½s, $1.45.
Devilled Beef Ham—¼s, 75c; ½s, $1.40. Beef—¼s, 75c; ½s, $1.40.
Devilled Tongue — ¼s, 75c; ½s, $1.40. Veal—¼s, 75c; ½s, $1.40.
Devilled Meats (Assorted) — ¼s, 80c; ½s, $1.45.

In Glass Goods

Fluid Beef Cordial—20 oz. bottles, $10; 10 oz., $5.
Ox Tongue — 1½s, $20.00; 2s, $24.95.
Lunch Tongue (in glass)—1s, $11.95.
Sliced Smoked Beef (in glass)—¼s, $1.80; ½s, $2.80; 1s, $3.90.
Mincemeat (in glass)—1s, $3.25.
Potted Chicken (in glass)—¼s, $2.90.
Ham (in glass)—¼s, $2.90.
Tongue (in glass)—¼s, $2.90.
Venison (in glass)—¼s, $2.90.
Meats, Assorted (in glass)—$2.90.
Chicken Breast (in glass) — ½s, $8.90.
Tomato Ketchup—8s, $2.20; 12s, $2.75; 16s, $3.40.
Chili Sauce—10 oz., $3.25.
Spaghetti with Tomato Sauce—½s, $1.35; 1s, $1.90; 3s, $3.25.
Peanut Butter — ¼s, $1.35; ½s, $1.85; 1s, $2.25; in pails, 5s, 26c; 12s, 24c; 24s, 23c; 50s, 23c.

COLMAN'S OR KEEN'S MUSTARD

	Per doz. tins
D.S.F., ¼-lb.	$2 80
D.S.F., ½-lb.	5 30
D.S.F., 1-lb.	10 40
F.D., ¼-lb.	
	Per jar
Durham, 1-lb. jar, each	$0 60
Durham, 4-lb. jar, each	2 25

CANADIAN MILK PRODUCTS, LIMITED,

Toronto and Montreal

KLIM

Hotel	$18 50
Household size	8 25
Small size	5 75

F.o.b. Ontario jobbing points, east of and including Fort William Freight allowance not to exceed 50c per 100 lbs., to other points, on 5-case lots or more.

THE CANADA STARCH CO., LTD.

Manufacturers of the Edwardsburg Brands Starches

Laundry Starches— Boxes	Cents
40 lbs., Canada Laundry	.09½
40 lbs., 1-lb. pkg., Canada White or Acme Gloss	.10
48 lbbs., No. 1 White or Blue Starch, 3-lb. cartons	.10½
100-lb. kegs, No. 1 white	.10
200-lb. bbls., No. 1 white	.10
30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs.	.11½
48 lbs., Silver Gloss, in 6-lb. tin canisters	.13
36 lbs. Silver Gloss, in 6-lb. draw lid boxes	.13
100 lbs., kegs, Silver Gloss, large crystals	.11
40 lbs., Benson's Enamel, (cold water), per case	3.25
Celluloid, 45 cartons, case	4.50
Culinary Starch	
40 lbs., W. T. Benson & Co.'s Celebrated Prepared	.11¼
40 lbs. Canada Pure or Challenge Corn	.09¾
20-lb. Casco Refined Potato Flour, 1-lb. pkgs.	.16

(20-lb. boxes, ¼c higher, except potato flour)

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz.	1 50
Knox Plain Sparkling Gelatine (makes 4 pints), per doz.	$2 00
Knox Acidulated Gelatine (Lemon Flavor), makes 4 pints, per doz.	2 10

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP

Perfect Seal Jars, 3 lbs. 1 doz. in case	$4.00
2-lb. tins, 2 doz. in case	5.15
5-lb. tins, 1 doz. in case	5.75
10-lb. tins, 1 doz. in case	5.45
20-lb. tins, ¼ doz. in case	5.40

(Prices in Maritime Provinces 10c per case higher)

Barrels, about 700 lbs.	$0 07¾
Half bbls., about 350 lbs.	0.08
¼ bbls., about 175 lbs.	0 08¼
2-gal. wooden pails, 25 lbs.	2 45
3-gal. wooden pails, 38½ lbs.	3 65
5-gal. wooden pails, 65 lbs.	5 90

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	$5 65
5-lb. tins, 1 doz. in case	6 25
10-lb. tins, ½ doz. in case	5 95
20-lb. tins, ¼ doz. in case	5.90

(5, 10, and 20-lb. tins have wire handles)

MOZOLA COOKING OIL

	Toronto	Montreal
Pints, 2 doz., case	9 00	9 00
Quarts, 1 doz., case	8 25	8 40
Gallons, ½ doz., case	15 00	15 40

INFANTS' FOOD
MAGOR, SON & CO., LTD.

Robinson's Patent Barley—	Doz.
1 lb.	$4 00
½ lb.	2 00
Robinson's Patent Groats—	
1 lb.	4 00
½ lb.	2 00

NUGGET POLISHES

	Doz.
Polish, Black, Tan, Toney Red and Dark Brown	$1 15
Card Outfits, Black and Tan	4 15
Metal Outfits, Black and Tan	4 85
Creams, Black and Tan	1 25
White Cleaner	1 25

IMPERIAL TOBACCO CO. OF CANADA, LIMITED
EMPIRE BRANCH

Black Watch, 10s, lb.	$1 20
Bobs, 12s	1 00
Currency, 12s	1 00
Stag Bar, 9s, boxes, 6 lbs.	1 08
Pay Roll, thick bars	1 25
Pay Roll, plugs, 10s, 6-lb. ¼ caddies	1 25
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs	1 08
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes	1 12
Forest and Stream, tins, 9s, 2-lb. cartons	1 44

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Our Monarch Coffee is a splendid drink. The fine even blend which we have been enabled to steadily maintain has only been possible by reason of our having secured supplies of fine qualities far ahead of our expected requirements. You who have been selling the Monarch Coffee will know from your customers what a high-grade Coffee it is. You who have not had the privilege of having this most excellent source of information can get it by putting in a small lot of Monarch. Send it out to your trade and you will most surely get back the kind of reports which are the most pleasing that a merchant can receive.

Monarch Coffee	- -	1s 50.
" "	10, 25, 50 lb. tins	48.

Send us a trial order.

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Made in Canada by the

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Manufacturers of Emery Cloth, Black Lead, Glass Paper, &c.

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Forest and Stream, ¼s, ½s, and 1-lb. tins	1 50
Forest and Stream, 1-lb. glass humidors	1 75
Master Workman, bars, 7s, 3½ lbs.	1 20
Derby, 9s, 4-lb. boxes	1 08
Old Virginia, 12s	1 50
Old Kentucky (bars), 8s, boxes, 5 lbs.	1 25

WM. H. DUNN, LTD., Montreal

BABBITTS

Soap Powder, case 100 pkgs..	$5 65
Cleanser, case 50 pkgs.	3 10
Cleanser (Kosher), cs. 50 pkgs.	3 10
Pure Lye, case of 4 doz.	5 95

JELL-O

Made in Canada

Assorted case, contains 4 doz.	$5 40
Lemons, 2 doz.	2 70
Orange, 2 doz.	2 70
Raspberry, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Chocolate, 2 doz.	2 70
Cherry, 2 doz.	2 70
Vanilla, 2 doz.	2 70
Weight, 8 lbs. to case. Freight rate second class	

JELL-O ICE CREAM POWDERS

Made in Canada

Assorted case, contains 2 doz.	$2 70
Chocolate, 2 doz.	2 70
Vanilla, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Unflavored, 2 doz.	2 70
Weight, 11 lbs. to case. Freight rate second class	

BLUE

Keen's Oxford, per lb.	$0 24
In cases 12-12 lb. boxes to case	0 25

COCOA AND CHOCOLATE

THE COWAN CO., LTD.
Stirling Road, Toronto, Ont.

Cocoa

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.	$4 60
Perfection, ½-lb. tins, doz.	2 45
Perfection, ¼-lb. tins, doz.	1 35
Perfection, 10c size, doz.	0 95
Perfection, 5-lb. tins, per lb.	0 37
Supreme Breakfast Cocoa, ½-lb. jars, 1 and 2 doz. in box, doz.	2 75
Soluble Cocoa Mixture (Sweetened) 5 and 10-lb. tins, per lb.	0 24

(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. boxes, per lb.	0 36
Supreme Chocolate, 10c size, 2 doz. in box, per box	1 80
Perfection Chocolate, 10c size, 2 doz. in box, per box	1 80

SWEET CHOCOLATE—	Per lb.
Eagle Chocolate, ¼s, 6-lb. boxes	0 32
Eagle Chocolate, ½s, 6-lb. boxes. 28 boxes in case.	0 31
Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs., in case	0 32
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 33
Diamond Crown Chocolate, 28 cakes in box	1 10

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	$0 42
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Milk Croquettes, 5-lb. boxes, 30 boxes in case, per lb.	0 42
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb.	0 38
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb.	0 38
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 38
No. 1 Vanilla Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 38
No. 2 Vanilla Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 35
No. 1 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 38
No. 2 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 35
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 55
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 55

NUT MILK CHOCOLATE, ETC.

Nut Milk Chocolate, ½s, 4-lb. box, 35 boxes in case, per lb.	0 41
Nut Milk Chocolate, ¼s, 4-lb. box, 35 boxes in case, per lb.	0 43
Nut Milk Chocolate, lbs. 6-lb. box, 5 div. to cake, per lb.	0 38
Nut Milk Chocolate, 5-cent squares, 20 squares to cake, packed 3 cakes to box, per box	$2 25
Fruit and Nut Milk Chocolate 2-lb. cakes, each 20 div., 3 cakes to box, 35 boxes to case, per box	2 25

MISCELLANEOUS

Maple Buds, fancy, nearly 1 lb., ½ doz. in box, per doz.	$5 25
Maple Buds, fancy, ½ lb., 1 doz. in box, per doz	2 60
Assorted Chocolate, 1 lb., ½ doz. in box, per doz.	5 25
Assorted Chocolate, ½ lb., 1 doz. in box, per doz.	2 60
Chocolate Ginger, ½ lb., 1 doz. in box, per doz.	2 60
Crystallized Ginger, ½ lb., 1 doz. in box, per doz.	2 60
Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per lb.	0 41
Triumph Chocolate, ¼'s, 4-lb. boxes, 35 boxes in case, per box	0 43
Triumph Chocolate, ½-lb. cakes, 4 lb., 35 boxes in case, per lb.	0 41
Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross	1 15
120—1c. Milk Chocolate Sticks, 60 boxes in case.	0 80

5c LINES

	Toronto Prices Per box
Filbert Nut Bars, 24 in box, 60 boxes in case	$0 95
Almond Nut Bars, 24 in box, 50 boxes in case	0 95
Puffed Rice Bars, 24 in box, 50 boxes in case	0 95
Ginger Bars, 24 in box, 50 boxes in case	0 95
Fruit Bars, 24 in box, 50 boxes in case	0 95
Active Service Bars, 24 in box, 50 boxes in case	0 95
Victory Bar, 24 in box, 60 boxes in case	0 95
Queen's Dessert Bar, 24 in box, 50 boxes in case	0 95
Regal Milk Chocolate Bar, 24 in box, 50 boxes in case	0 95
Royal Milk Cakes, 24 in box, 50 boxes in case	0 95
Cream Bars, 24 in box, 50 boxes in case, per box	1 00
Maple Buds, 6c display boxes, 6c pyramid packages, 6c glassine envelopes, 4 doz. in box	1 90

10c LINES

Maple Buds, 10c, 1 doz. in box, 50 boxes in case, per doz.	$0 95
Medallions, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95

CANTELOUPES

Now receiving cars of the finest netted melons grown in California.

Prices are low, making these about the cheapest fruit now on the market. Order to-day—

STANDARD—PONIES—FLATS
CALIFORNIA FRUITS
PEACHES—PLUMS—APRICOTS
WATERMELONS—NEW POTATOES
TOMATOES—CABBAGE
ORANGES—GRAPEFRUIT
LEMONS
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Main 6243

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It is the fresh, delicate, creamy "home-made" flavour of Freemans Devonshire Custard that has made it so popular in the British Isles.

Oversea Troops from the Dominion who have returned home are bringing with them many links with the Old Country, one of which is a desire to taste again its delicate and unrivalled purity.

It will pay you well to display

FREEMANS DEVONSHIRE CUSTARD

in your store—it is such a ready seller and a very profitable line to stock, also it will enable you to push your canned and bottled fruits to great advantage.

Freeman's Devonshire Custard owes its unrivalled purity and flavour to the ideal conditions of cleanliness under which it is manufactured.

Write for trade terms and particulars to the WATFORD MFG., Co., Ltd. Delectaland Watford, Engrand

Freemans FOOD PRODUCTS Watford

Brooms

We are pleased to advise the trade that we can now supply our

Standard Brooms

Prompt Shipment

and will be glad to book your order.

Prices ***right.*** ***Quality*** as usual.

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Will you cater for those in your town?

Ask your jobber for them or write for samples and prices to

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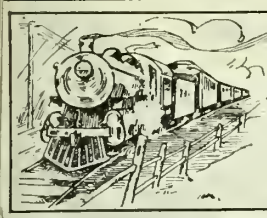

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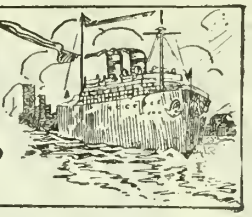
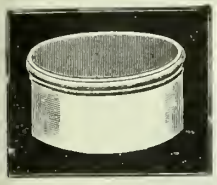
Latest Editorial Market News





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Manufacturers TORONTO, Ontario

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SOAP UP AGAIN

The advance in soap prices announced in a special article in this week's issue is perhaps the most important market item of the week. A couple of months ago CANADIAN GROCER published an article showing that conditions of raw materials did not permit any decline in prices and that if any move were made it would be upward. This is what has taken place.

* * *

The signing of Peace is likely to mean an upward trend to many prices, such as those on tea, coffee, etc. Those European countries that have been practically shut off from purchasing these goods will now be in the market and if they have any money left the demand should mean higher prices.

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For immediate or future deliveries.

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ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
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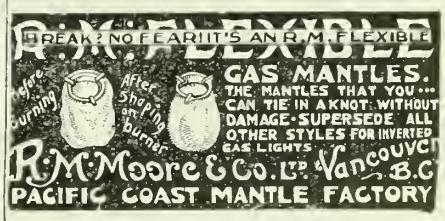
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Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where copies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

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WANTED—YOUNG MAN WITH GROCERY experience who can prepare literature and write advertisements and who has had some knowledge of salesmanship. Must be careful and energetic. Splendid opportunity afforded the right party for advancement. In writing, state complete experience, age, names of previous employers, references, etc. Apply Box 612, Canadian Grocer, 143-153 University Ave., Toronto.

WANTED.—A CASH GROCERY BUSINESS in good live town or city. Box 32, Orillia, Ontario.

BRITISH IMPORTER WANTS CANADIAN manufacturers of chocolate and all canners of fruit, fish, etc., in fact any live grocery lines, who on large cash orders will give sole British agency for their goods to send me quick particulars of their product or products. Maybe this may interest you. Write Mr. H. L. L. Dalton, "Roturna," College Road, Moseley, Birmingham, England.

TO MANUFACTURERS—OVERSEAS TRADE. T. B. Roe personally waits upon the best Grocers in Lancashire and Yorkshire districts, England. He has a first-class connection with wholesale and retail houses and has permission from the English firm he represents to sell other goods on commission. T. B. Roe, 29 West Street, Scarborough, England.

COLLECTIONS

COLLECTION LETTERS — MONEY-GETTING letters that don't antagonize. Complete series with instructions. Yours for 25 cents. Toronto Stenographic Service, Webster Building, Toronto.

When writing to advertisers kindly mention this paper.

Your Questions Answered

Any information you desire on matters pertaining to the trade will be gladly furnished FREE upon application and will be answered through the columns of this paper. If you enclose a stamped, addressed envelope we will also reply direct to you. Don't hesitate to ask us. We will do our best.

CANADIAN GROCER
143-153 UNIVERSITY AVE.
TORONTO

FOR SALE

FOR SALE—SPLENDID GENERAL GROCERY business, together with solid brick store and residence, four miles from city limits. A good turnover and no opposition. A fine opportunity to build up a big business. Apply Box 658, Canadian Grocer, 143 University Ave., Toronto, Ont.

FOR SALE—CASH REGISTER IN GOOD CONdition, operated by electricity, 1c to $90. Three drawers, separate and total adding, height 5½ feet. Apply for full particulars Box 656, Canadian Grocer, 143 University Ave., Toronto, Ont.

TRANSLATIONS

ENGLISH INTO FRENCH — COMMERCIAL. Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault. P.O. Box 135, Station B, Montreal.

The next time you want a clerk, be sure to advertise in the "Wanted" Page of CANADIAN GROCER. You will receive inquiries from the livest clerks in the Canadian grocery trade, because reading CANADIAN GROCER is a test of the clerk's interest in his business.

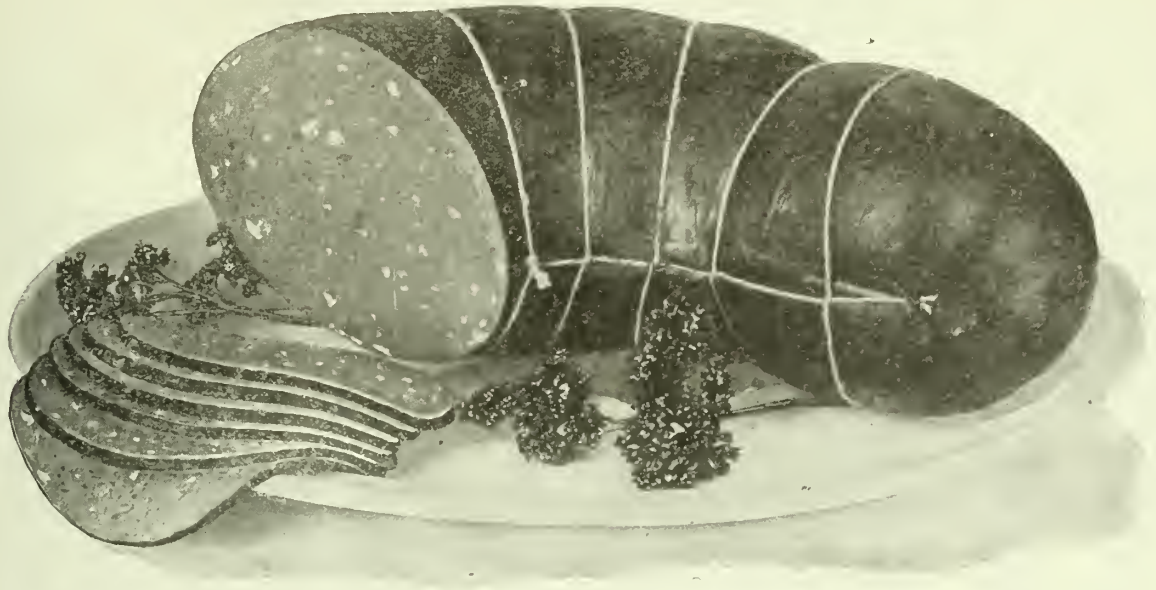
COLLECTIONS

By a competent organization which is wide-awake to the necessity of having these leakages stopped.

We can handle this proposition in a proper business like manner and guarantee satisfaction to all concerned.

Nagle Mercantile Agency
Westmount, Montreal, Que.

EVERYWHERE
NO COLLECTION
NO CHARGE
EFFICIENT
RELIABLE



This will appeal to your trade these warm Summer Days.

DAVIES Quality Thick Bologna makes a tasty and inexpensive lunch—is fine for sandwiches—is easily served and represents a hundred per cent. food value.

Dealers find it a sure and steady seller. It's a **wasteless** food product—can be sliced from end to end on the cutting board and nothing has to be thrown away. Your customers will like it not only because it sells at so reasonable a price, but because it makes a really **delicious** luncheon dish.

Now is the best time to feature this quick selling product. It will bring you good business and steady repeat orders.

Order Today

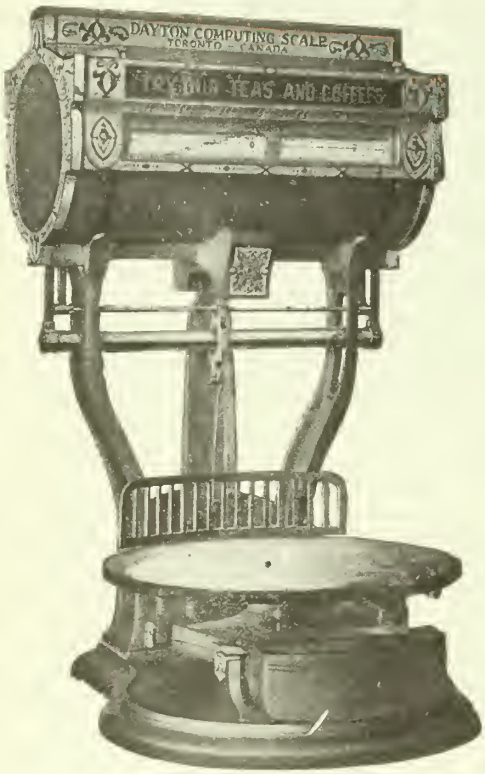
THE WILLIAM DAVIES COMPANY LIMITED
TORONTO

Order Today

Montreal **Hamilton**

The DAYTON

"The Cheapest Scale in the World"



If it's a Dayton—it's Right.

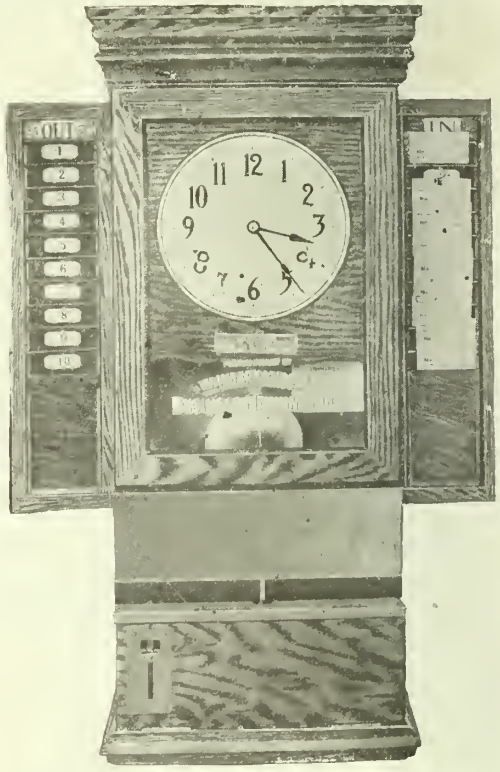
Considering the money it saves, the time it saves and its splendid materials and design.

It pays to pay for quality—because quality always pays. The Dayton Computing Scale is built to endure—though it's as finely constructed as a watch. It saves you from the "murderous" down weights. Its electric flash advertises your goods. Its plain, easily read price chart makes instant, accurate price calculations enabling you to get every cent that is coming to you. It looks good to your customers. It looks good to your clerks. Prices are $60 to $345, easy monthly terms.

Let us send you illustrated catalogue.

An International Time Recorder for Retail Stores

Time is just as important in the store as it is in a factory. This International Time Recorder is for up-to-date merchants who want to check the labor time they buy and have their clerks register in and out. Shows the time of opening and closing the store. It also stamps the time when orders are received and when they were delivered, avoiding disputes with customers. It promotes discipline and efficiency and helps the merchant to get results.



Let us send you full particulars.

DAYTON COMPUTING SCALES

Royce and Campbell Avenues, Toronto, Ont.
FRANK E. MUTTON, Vice-President and General Manager.

Division International Business Machines Co., also makers of International Time Recorders and Hollerith Electric Tabulators.

CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIII PUBLICATION OFFICE: TORONTO, JULY 11, 1919 No. 28

FROM BEET TO BOWL

A Product of Canadian Industry.

This is the only sugar that can be rightly termed "Canadian from the ground up." We do import the finest of raw cane sugar and refine it—but our pride is in the product we make from Canadian Sugar beets. A sugar that will give unfailing satisfaction in preserving, in baking, and for table use.

DOMINION CRYSTAL SUGAR

In recommending it, you aid in the effort to make Canada more nearly self-supporting—every pound of it you sell means further encouragement to Canada's sugar-beet industry.
Our advertising is telling to thousands of Canadian women the interesting story of Canadian sugar beets and how we make from them the finest of sugar. This advertising makes it easy for you to sell "Dominion Crystal Sugar."

Dominion Sugar Company Limited

Head Office: Chatham, Ontario
Refineries at Wallaceburg, Kitchener and Chatham

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation.
Copy of report will be sent on request to anyone interested.

CANADIAN GROCER, published every Friday. Yearly subscription price $3.00. Entered as second-class matter at Post Office, Ottawa, and as second-class matter, July 5, 1912, at the Post Office at Buffalo, under the Act of March 3rd, 1879.

Borden's

MILK PRODUCTS LEAD IN QUALITY

Summer Convenience And Economy

Aside altogether from the splendid deliciousness of the Borden Milk Products is the all-important advantage of their great convenience during the summer weeks.

Add to this the sound economy that the Borden lines represent and you have a selling proposition that is really worth while.

Show the housewife how easy it is to have fresh, sweet milk all the time, no matter what the temperature, by keeping a tin or two of Borden's on hand.

If your stock is low or incomplete, write us now.

Borden Milk Co., Limited

Leaders of Quality

MONTREAL VANCOUVER

Have You Placed Your Order?

THE NEW SEASON'S PACK

of

ST. WILLIAMS STRAWBERRY JAM

Is Now Ready

St. Williams Quality will bring her back when her first supply is exhausted.

Cover your requirements today.

St. Williams Fruit Preservers Limited

SIMCOE and ST. WILLIAMS, ONT.

MACLURE AND LANGLEY, Limited

Montreal TORONTO Vancouver

CLARK'S
PREPARED FOODS

Corned Beef
English Brawn
Stewed Ox Tail
Cambridge Sausage
Corned Beef Hash
Lunch Tongue

Roast Beef
Boneless Pigs Feet
Stewed Kidneys
Geneva Sausage
Irish Stew
Ox Tongue

QUALITY GUARANTEED

Clark's Pork and Beans
Clark's Concentrated Soups
Clark's Peanut Butter
Clark's Potted Meats
Clark's Canadian Boiled Dinner
Etc., Etc.

SELLERS ALL

W. Clark, Limited

Clark's

BUY NOW

Montreal

Here's quality every new housewife will approve

June Brides will soon be taking up their housekeeping duties. To many of them the question of what groceries to buy is a difficult problem. And in a majority of cases they will rely absolutely on the dealer's recommendation.

Right here is where you can win the confidence of the new housewife by recommending—

NO-VARY Quality Groceries

She'll need no urging to continue using them after a trial. And the satisfaction she'll experience will serve to confine her trade to your store in the future.

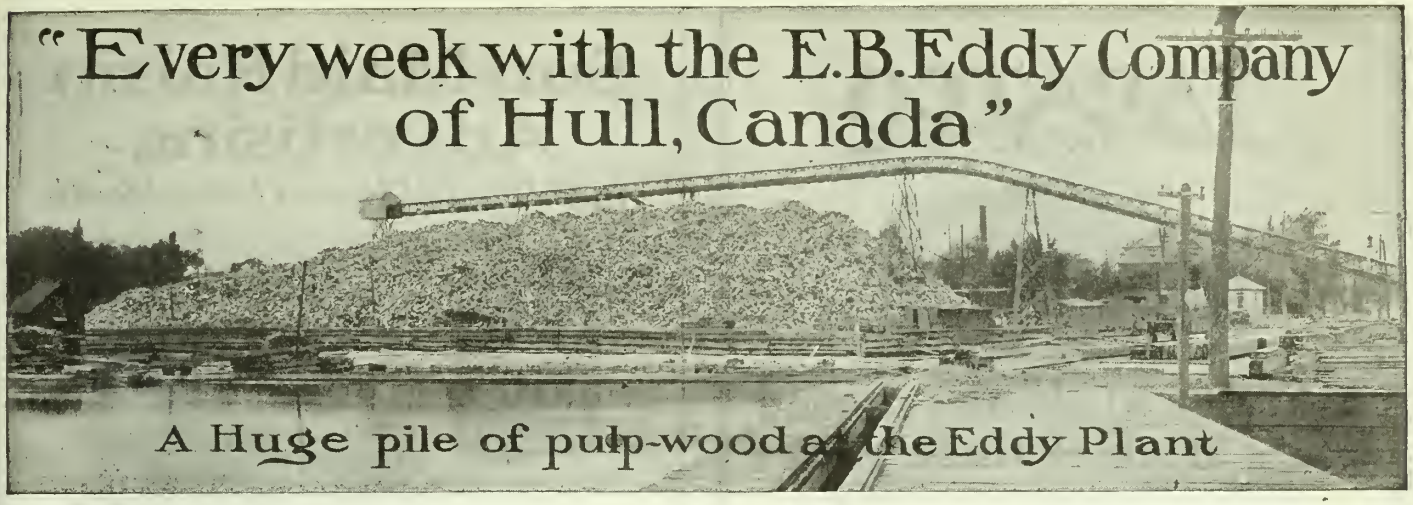
Distributors:
Brandon Grocery Co., Ltd., Brandon, Man.
Camrose Grocery Co., Ltd. Camrose, Alta.
Medicine Hat Grocery Co., Ltd., Medicine Hat, Alta.
Moose Grocery Co., Ltd., Moose Jaw, Sask.
MacLean Grocery Co., Ltd., Regina, Sask.

Distributors:
Red Deer Grocery Co., Ltd., Red Deer, Alta.
Swift Current Grocery Co., Ltd., Swift Current, Sask.
Simington Co., Ltd., Calgary, Alta.
Weyburn Grocery Co., Ltd., Weyburn, Sask.
The Yorkton Grocery Co., Ltd., Yorkton, Sask.

No-Vary Products Co., Limited

WINNIPEG, CANADA

"Every week with the E.B.Eddy Company of Hull, Canada"



A Huge pile of pulp-wood at the Eddy Plant

Story for Week Dated July 11, 1919 **Being No. 42 in the Series**

The Wonders of the Non-stop Rewinder for Toilet Papers

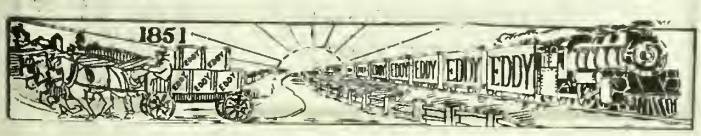
THERE is something almost bewildering about the unceasing speed with which the machinery at the Eddy plant deals with the output of all kinds of toilet papers.

Manufactured with scrupulous care by the paper mills, out of the very purest of pulps, these papers arrive in their various grades, at the toilet paper factory, in long rolls. In this form the toilet paper is still uncut, unperforated, and in great unwieldy widths, quite unsuitable for sale.

By what seems to be about the speediest of all the marvellously swift E. B. Eddy processes there are turned out in the toilet paper factory, by thousands, the neat rolls and packages of toilet paper which almost sell themselves. To transform the larger rolls of toilet paper into these neat packages requires the services of the machine called "The Non-Stop Rewinder." The Eddy Company have a battery of these rapid machines, and it takes a small army of very efficient girls to keep pace with them.

As fast as rolls of wide, uncut toilet paper are fed into one side of these machines, rapidly revolving spindles rewind the paper into rolls of the right size. During the process the perforation is done exactly at the right intervals, and without one instant's pause the machine can be relieved of its completed winding, while it hurries on with another job of the same kind.

Working as fast as the machines, and as lightly and truly, the girls of the factory staff seize the newly-wound rolls from the boys who take them off the machines, and in a trice they are wrapped securely in their labelled wrappers. Another group of girls takes care of the packing, and as a result of organization and machinery, the toilet paper factory turns out its 1,200 rolls an hour. The flat package toilet papers are put up almost as fast, the "Onliwon" principle being applied to one or two special lines in the same manner as with the tissue paper towels.

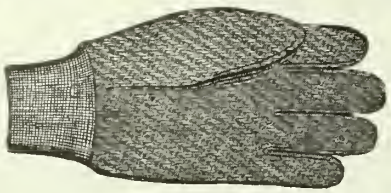


Some of EDDY's Many Kinds of

Toilet Papers

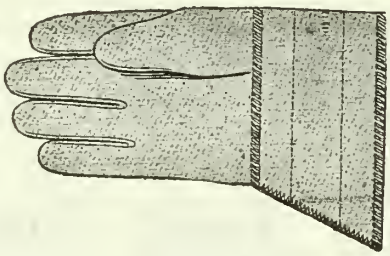
DIAMOND
STANDARD
HOTEL
COTTAGE
PLAIN ROLL
FACTORY
OVAL KING
IMPERIAL
ROYAL
CRESCENT OVAL
VELVET
SILVER BRAND
REGAL
FAMILY
BIGLOT
MOUNT ROYAL
MAMMOTH
NILE
CHAUDIERE
PILOT OVAL
ORIENT
NAVY
DREADNOUGHT
PRAIRIE QUEEN
GREAT WEST
MANITOBA OVAL
ALBERTA OVAL
SASKATCHEWAN OVAL
SENTRY
ADMIRAL
YORK
CZAR OVAL

TAPATCO
REGISTERED TRADE MARK
BRAND



Ask your wholesaler to send you a stock of these gloves

The men of your town need them. They are strong, serviceable and comfortable and always give the wearer 100 per cent. value and satisfaction. There's a TAPATCO style and weight for every purpose. Show an assortment in your windows.



The American Pad and Textile Company
Chatham, Ontario

Sun-Maid Raisin Advertising

In Millions of Homes Every Month

Most of your customers see in their favorite magazines each month the splendid advertisements in colors that tell them of many ways to use Raisins. They are reminded in this way to keep raisins handy at all times.

Sun-Maid Raisins for pie, with oatmeal, in puddings and cake, and many other uses are suggested.

Turn the power of these advertisements to your personal ends by displaying

SUN-MAID RAISINS

ON YOUR SHELVES AND IN YOUR WINDOWS

THREE VARIETIES: Sun-Maid Seeded (seeds removed).
Sun-Maid Seedless (grown without seeds).
Sun-Maid Clusters (on the stem)

California Association Raisin Co.
Membership 9,000 Growers
FRESNO, CALIFORNIA.

Furnivall's

Nothing happens by chance in the making of Furnivall's Jams. From the moment the fruit is selected to the time when the container is sealed and labeled every part of the process is based upon proven principles of better jam making.
Are you stocked?

FURNIVALL-NEW,
Limited
Hamilton Canada

Canada Food Board License, No. 14-167

AGENTS—The City of Ottawa and the Lower Provinces (except Cape Breton): Messrs. Geo. Hodge & Son, Ltd., Montreal, Que. Ontario: MacLaren Imperial Cheese Co., Ltd., Toronto, Ont. Manitoba: H. L. Perry Co., Winnipeg, Man. Hamilton: J. T. Price & Co. Cape Breton, N.S.: O. N. Mann, Turnbull Bldg., Sydney, N.S.

Sani-Flush

(TRADE MARK REGISTERED)

People want ***Sani-Flush*** as soon as they know its purpose. An article for cleaning water-closets is a necessity.

Sani-Flush easily and quickly removes all stains, sediments, and odors from the closet bowl and trap. No scrubbing is necessary because the action of ***Sani-Flush*** is solvent.

Call ***Sani-Flush*** to the attention of your customers and they will want it.

HAROLD F. RITCHIE & CO.
LIMITED
10-12 McCaul Street
TORONTO, ONT.

Sell Your Customers *Good* Brooms

—and Make Certain They'll Come Back

The best Broom made is Simms' Broom. The finest selected Corn only is used in the Simms' Broom.

And the Simms' Broom is put together to *stay together*.

There is nothing that annoys a woman more than a broom that sheds its stock over the floor behind her.

Write for our Price Lists

Get in a good supply of these Best of Better Brooms.

Substantial profits—and re-sales assured.

Sell her a Simms' Broom and help her to avoid this.

T. S. SIMMS & CO., Limited

ST. JOHN, N.B.

Branches: Montreal, Toronto, London

Every-day USE means Every-day SALES

ONE of the big things Klim advertising is doing is educating your customers to the every-day use of Klim. Eventually every woman who has learned by experience the purity and convenience of this powdered separated milk will be using it as regularly as she now uses dairy milk—and there's only one way she can obtain Klim—from her grocer.

That is your incentive for pushing Klim

Canadian Milk Products Limited

TORONTO

St. John Montreal Winnipeg

Y & S STICK LICORICE

in 10c Cartons

Everything in Licorice for all Industries using

LICORICE

in any form.

Made in Canada by

National Licorice Company

MONTREAL

EVERY DOG OWNER

throughout the World

Knows

SPRATT'S

DOG CAKES

and

PUPPY BISCUITS

Will you cater for those in your town?

Ask your jobber for them or write for samples and prices to

SPRATT'S PATENT LIMITED

Congress Street, NEWARK, New Jersey, U.S.A.

or

24-25 Fenchurch Street, London, England.

Something New in Appetizers—

MAROMA

Made in conjunction with our famous Blue Seal Products and made from the very finest ingredients.

Fine for Fish and all kinds of grilled meats, and gives a delicious piquancy to salad dressings, Mayonnaise Sauce, etc.

Maroma will captivate your most particular customer. Try a little display.

E. W. Jeffress, Ltd.

WALKERVILLE, ONT.

W. G. PATRICK & CO., Limited

Toronto and Winnipeg Selling Agents for our Blue Seal Lines

FINEST CRYSTAL GELATINES

Powdered and Sheet

FINE LEAF GELATINE

British Manufacture

GELATINE

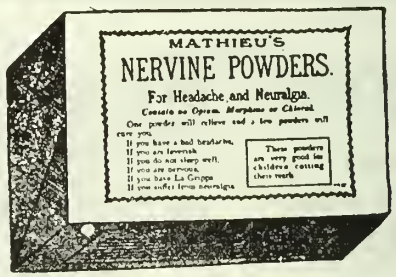
OURY, MILLAR & CO.

9 Mincing Lane, London, E.C., Eng.

SOLE AGENTS FOR CANADA

F. S. Jarvis & Co.

18 TORONTO ST., - TORONTO



You'll get splendid results from a display of

MATHIEU'S

NERVINE POWDERS

Other Grocers are finding Mathieu's Nervine Powders particularly good sellers.

Every package sold means a satisfied customer and a good profit for you into the bargain.

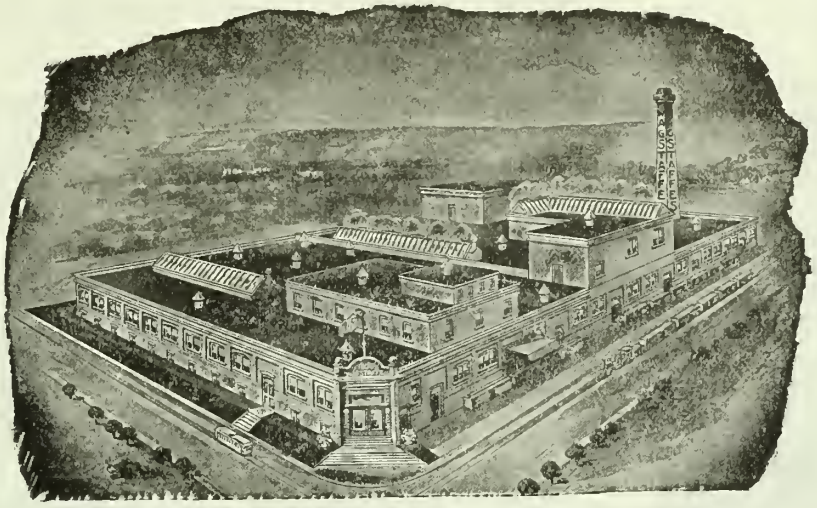
Recommend Mathieu's for Headaches, Neuralgia, Sleeplessness and associated complaints.

J. L. Mathieu Co.,

Proprietors

SHERBROOKE QUEBEC

Prepared in Copper Kettles Boiled in Silver Pans



Packed in Gold Lined Pails and Glass Jars

THE MOST MODERN AND UP-TO-DATE FRUIT PRESERVING FACTORY IN CANADA

WAGSTAFFE'S

NEW SEASON'S 1919

STRAWBERRY JAM

Now Ready for Delivery

Order from Your Wholesale Grocer

WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON CANADA

A Broom Can't Clean the Oil Room

You can't "sweep-out" the offensive oily odor that comes from slip-shod oil storage. It gets into everything. You may not notice it because you are use to it, but your trade notices it the minute they step into your store.

BOWSER
ESTABLISHED 1885

Oil Storage Outfits

keep the oil where it belongs. No exposure to the air---no leaking---no oil on the floor---no oil on your hands---no oil on eatables---no complaints from your trade.

Fill the Tank from Outside

It avoids dripping oil through the store. Your customers will say: "That BOWSER is fine, it keeps the oil pure and the store clean." Such good will is profitable for you.

S. F. BOWSER CO., LIMITED
60-68 Fraser Ave. - - TORONTO, ONT.

ROYAL ACADIA SUGAR

She'll like Royal Acadia

You have but to introduce this peerless sweetener to the housewife to win her lasting sugar custom. She'll like its delicious goodness, its undoubted purity.

Every Grain Pure Cane.

Royal Acadia is sold in 2 and 5-lb. cartons; 10, 20 and 100-lb. bags, and half barrels and barrels.

The Acadia Sugar Refining Co., Ltd.
HALIFAX, CANADA

FOWLER'S PRODUCTS
"Are Better"

Fowler's Wantmore Peanut Butter. "The Finest Spread for Bread."

Fowler's Electro-pure Ciders. "The Great Refreshers."

Fowler's Wantmore Salted Peanuts. "Nuts that taste Better."

All of Fowler's Products are made so good that MILLIONS USE THEM.

R. L. FOWLER & CO., Limited
Manufacturers

Factories at Calgary, Saskatoon, Regina.
Head Office—Calgary, Canada.
Genest & Genest, Ltd., Montreal,
Representatives for Province of Quebec.
Jas. Nolan, Winnipeg,
Representatives for Province of Manitoba.
W. H. Edgett, Ltd., Vancouver,
Representatives for Western British Columbia.

Every EUREKA Refrigerator

is equipped with the Eureka patented cold dry air circulation system.

And

because of the system and of the conscientious construction of the Eureka Refrigerator, every inch of the cooling chamber is equally good for the successful conservation of perishable foodstuffs.

Ask a brother merchant who has one.

Satisfied customers our best ad.

EUREKA REFRIGERATOR CO., LTD.

Head Office: Owen Sound
Branches: Toronto, Hamilton, Montreal, Calgary, Halifax

No. 19
Eureka Refrigerators

Imperial Rice Milling Co., Ltd.
VANCOUVER, B.C.

MIKADO

We are offering the best value in Rice on the Canadian Market to-day.

Canada Food Board License No. 4-517.

SNOWCAP PILCHARDS

Delectable and Dainty Hand Packed BY

The Nootka Packing Co., Ltd.
NOOTKA, B. C.

Packed in 1 lb. Talls and 1-2 lb. Flats. Sold By Your Jobber.

EXCLUSIVE DISTRIBUTORS
Dodwell & Co., Limited
VANCOUVER, B.C.

HOPS

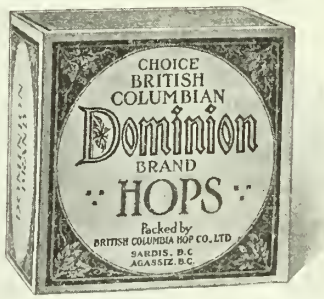
In Quarter and Half Pound
Full and Short Weight Packages

BUY DIRECT FROM THE PRODUCER

BRITISH COLUMBIA HOP CO., LTD.

Ranches located at
Sardis, Agassiz,
B.C.

Head Sales Office:
235 Pine Street,
San Francisco,
California.



Largest Hop Growers in Canada

Write for Prices—Samples

Agents: for Western Canada, Donald H. Bain Co., Winnipeg, Man.
Ontario: Raymond & Raymond, London, Ontario.
Quebec: Arthur P. Tippett & Co., Montreal, Quebec.

DESICCATED COCOANUT

We import direct from our own mills at Colombo, Ceylon, and stand behind the quality of our goods. The prices we quote are rock-bottom. Let us quote you on your next requirements.

Our agents are:

Tees & Persse, Ltd., Winnipeg, Fort William, Regina, Saskatoon, Moose Jaw; Tees & Persse of Alberta, Ltd., Calgary, Edmonton. Newton A. Hill, Toronto, Ont.; E. T. Sturdee, St. John, N.B.; R. F. Cream & Co., Ltd., Quebec, Que.; J. W. Gorham & Co., Halifax, N.S.: C. T. Nelson, Victoria, B.C.

Dodwell & Co., Ltd.

Importers & Exporters

VANCOUVER

Importers T Exporters

FUJITA & CO.

VANCOUVER, B.C.

IMPORTERS
OF

QUALITY BEANS
WALNUTS
PEANUTS
RICE, ALL
ORIENTAL
LINES

HEAD OFFICE: KOBE, JAPAN

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcement appear on this page.

BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

C. T. NELSON
GROCERY BROKER

165 Hibben-Bone Bldg., Victoria, B.C.
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Live men calling on retail trade.
VICTORIA VANCOUVER

KELLEY-CLARKE CO.
VANCOUVER, B.C.
GROCERY AND SALMON BROKERS
MANUFACTURERS' AGENTS
Offices also at Seattle, Tacoma and Spokane, Wash.; Portland, Ore.; San Francisco, Los Angeles, Cal.; Boise, Idaho; New York City.

B.C. Market?

We can place one or two good Specialty lines.
Our firm has back of it a 15 years' success reputation.
We have a staff of aggressive salesmen and first-class storage and warehousing facilities.
Write us if you want real representation.

Little Bros. Ltd.
VANCOUVER

M. DESBRISAY & CO.
Salmon Canners and Manufacturers' Agents
VANCOUVER, B.C.
Our organization is equipped to handle any manufacturers' line.
Our salesmen get results.

North West Trading Co., Ltd.
Importers of Australian and Oriental Produce
SALMON BROKERS
DOMINION BLDG. VANCOUVER

EXCELLENT FACILITIES FOR SELLING AND DISTRIBUTING
FREE and BONDED WAREHOUSE
CAMPBELL BROKERAGE CO.
860 CAMBIE ST. - - VANCOUVER

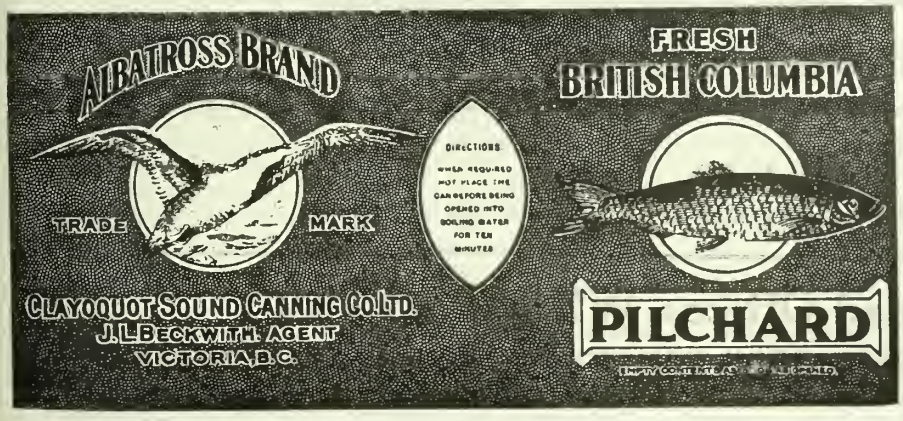
PETER LUND & COMPANY
MANUFACTURERS AGENTS
Can sell, and if required, finance one or two additional staple lines for
British Columbia Territory
Interested manufacturers please communicate
505 Metropolitan Bldg. Vancouver, B.C.
Reference: Merchants Bank of Canada, Vancouver, B.C.

SAY YOU SAW IT IN CANADIAN GROCER WHEN WRITING TO ADVERTISERS

MANUFACTURERS!

Why delay getting your product placed in this market? With an established connection of years' standing we can give you splendid service.

R. G. BEDLINGTON & CO., LIMITED, VANCOUVER
IMPORTERS Established 1905 EXPORTERS



Your Customers Will Like
ALBATROSS
BRAND
PILCHARD

It is a wholesome and delicious Sea Food and with the prevailing big demand for fish dealers will find Albatross Brand Pilchards a quick-mover and a good money-maker, too.

Clayoquot-Sound Canning Co., Ltd.
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Wholesale Grocery Brokers
Commission Merchants
410 Chamber of Commerce, Winnipeg
Personal attention given to all business entrusted to us.
Correspondence Solicited. Established here 1900.
GEORGE ADAM & CO.

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We have the facilities for giving manufacturers first-class service.

W. L. Mackenzie & Co., Ltd.
Head Office: Winnipeg
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Open to negotiate for new lines of Grocery Specialties in Western Canada
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A sales force of competent men.
Ample capital—and the reliability that goes with it.
A record of results—and the prestige that follows it.
An energetic, result-getting organization—with satisfied clients to prove it.
Are all at your disposal if WE represent you.
Every branch a business in itself, directed by capable, experienced managers.
All varieties of Food Products.
If you want results get in touch with us.

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Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER
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Canada Food Board License No. 6—450

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN PROVINCES

MANITOBA
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Wholesale Grocery Commission Broker

ALBERTA
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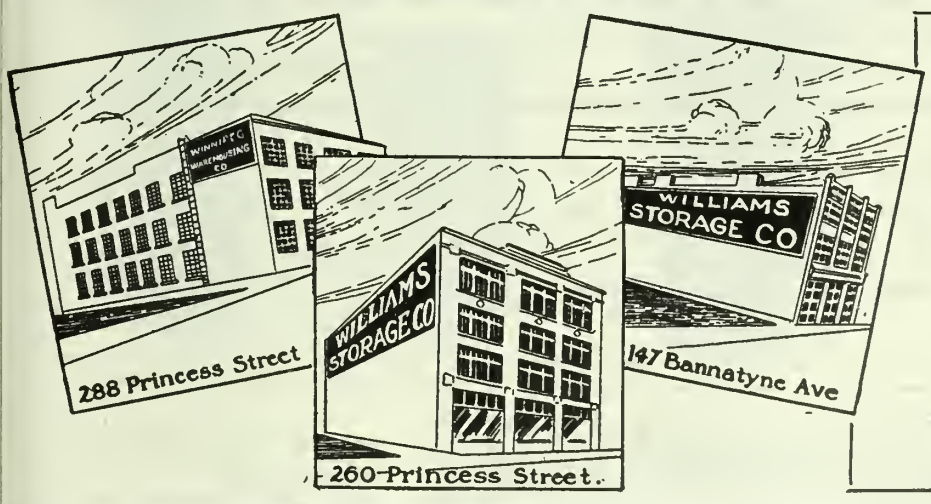
H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.



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We represent some of the best manufacturers and will give your line the same attention. From Port Arthur to the Rockies we represent, among other lines, Jireh Food Co., Jas. Epps & Co., Ltd., and Kerr Bros.

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WESTERN CANADA

The House *of* Scott-Bathgate Co., Limited

Founded on Service, Integrity and Reliability. Have an organization equipped to introduce your products in Western Canada.

Manufacturers should write us.

Address:

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"Always On The Job"

The H. L. Perry Co., Ltd., 214-216 Princess St., Winnipeg

As your Selling Agents, we can make a big success of your Account.

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Open to negotiate for new lines in Alberta. Our staff calls on wholesale trade and does detail work.

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(Brokers Exclusively)

Dried Fruits, Nuts, Beans, Jams, Cereals, Fresh Fruits and Vegetables.

MacCosham Storage & Distributing Co., Limited

MacCosham Bldg., Edmonton, Alberta

CARLOAD DISTRIBUTORS, CARTAGE AND WAREHOUSEMEN

Free and Bonded Storage

5 floors---60,000 sq. feet.

Western Transfer & Storage, Ltd.

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Members of the Canadian Warehousemen's Association

PACIFIC CARTAGE CO.

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Office: C.P.R. Freight Sheds CALGARY

Distribution of Cars a Specialty

Storage and Forwarding Prompt Service

Say you saw it in Canadian Grocer, it will identify you.

Watson & Truesdale, Winnipeg

Have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
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A BRANCH HOUSE WITHOUT THE COST OF MANAGEMENT

The Regina Cold Storage & Forwarding Co. Ltd.

Regina - Saskatchewan

COLD STORAGE WAREHOUSING CAR DISTRIBUTION

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Agent for KELLOGG'S Toasted Cornflakes
Another Agency Solicited
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Established 1885
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Wholesale Grocery Broker
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SAY YOU SAW IT IN CANADIAN GROCER

Whittemore's
CLEANALL
THE GREAT SUCCESS FOR CLEANING VELVET, SILK AND SATIN SHOES AND SLIPPERS
PINK, BLUE & WHITE KID SHOES, SLIPPERS, GLOVES, BELTS Etc.
WILL REMOVE GREASE SPOTS INSTANTLY
Whittemore's
SHUCLEAN
WHITE KID Dressing
CLEANS & WHITENS WHITE KID, CALF, BUCK, NUBUCK, SUEDE & DOZE
ALSO ALL KINDS OF WHITE LEATHER, GLAZED OR UNGLAZED
Shoes & Slippers
BOTH SMOOTH & NAPPY FINISH
Whittemore's
Bostonian Cream
FOR CLEANING & RENEWING THE COLOR & POLISH OF
KID & CALF LEATHERS
GILT EDGE
WHITTEMORE'S GILT EDGE DRESSING FOR LADIES AND CHILDRENS BLACK SHOES
SOFTENS PRESERVES THE LEATHER RESTORES ITS COLOR AND LUSTRE
"QUICK WHITE"
MAKES DIRTY CANVAS SHOES CLEAN & WHITE
QUICKLY AND EASILY APPLIED. ALSO CLEANS ALL ARTICLES MADE FROM WHITE CANVAS

Quality **Whittemore's Shoe Polishes** *Variety*

The Shine That Lasts

Bostonian Cream. The ideal cleaner for kid and calf. Brown, gray, white, in fact, any other color or shade desired.
Gilt Edge Black Self-shining Dressing. The old reliable dressing for ladies' and children's shoes.
Shuclean. For white kid, calf, buck and Nubuck leather. Will not harden the finest and lightest weight of leather.
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Quick White. Makes dirty white canvas shoes clean and white. A well-known dressing.
Albo white cake canvas and buck dressing in metal box. 2 sizes.
Nobby Brown Paste Polish for brown shoes. Peerless Oxblood Paste Polish for red leather shoes.
Ask your jobber's salesman for complete catalogue with prices, or write us at Boston, Mass. U.S.A.

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ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO
Canadian Food Control License Nos. 6-236/7/8

THE S. G. BENDON UTILITY CO.
Brokers and Commission Agents
30 St. Francis Xavier St., Montreal
Our Motto: Always at Your Service

JOHN E TURTON
Wholesale Grocery Broker
BOARD OF TRADE BUILDING
MONTREAL

Established 1889
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Grocery Brokers, Importers and Manufacturers' Agents.
91-93, Youville Square,
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Paul F. Gauvreau
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FLOUR, FEEDS AND CEREALS
84, St. Peter Street, Quebec
Am buyer of Peas, Beans, mixed Grain of all kinds. Mail samples and prices. Need big quantities to fill contracts.

J. L. FREEMAN & CO.
Wholesale Grocery Brokers
ROOM 122 BOARD OF TRADE BUILDING - Montreal

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Dole Bros. Hops & Malt Co.
BOSTON, MASS., U.S.A.
"SUPERIOR" BRAND HOPS
FOR FAMILY TRADE

They are carefully selected and packed for the Canadian trade, in cases of 10, 15 or 30 lbs. each, containing ¼, ½ or 1-lb. packets.

R. E. BOYD & COMPANY
Agents for the Province of Quebec
15 STE. THERESE ST. - - MONTREAL

To the Grain Elevators

I am open to handle your lines on a commission basis for Quebec Province, east of Montreal.

For references, write Merchants Bank of Canada, Quebec.

T. N. FALARDEAU
17 ST. JAMES ST. QUEBEC, QUE.

DO YOU NEED ANYTHING?

If so, turn to page 72 and look it over

The opportunity you are looking for may not be there. Then create your opportunity by advertising. It is easily done. Write a concise description of what you need. Count the words. The rate is small, 2 cents per word for first insertion and one cent for each subsequent insertion. If you want your replies directed in our care the charge for Box is 5 cents per insertion extra.

CANADIAN GROCER, 143 University Ave., Toronto, Ont.

By Appointment to H.M. King George V.

From War to Peace

The war restrictions on the shipment of Biscuits having been removed,

Huntley & Palmers Biscuits

are once again being sent to all parts of the world. They are of the same standard of

Unrivalled Quality

as in the past, and to prevent disappointment, the public should place their orders at once with their usual suppliers.

HUNTLEY & PALMERS LTD.
Biscuit Manufacturers
READING & LONDON
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JAMS
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John Gray & Co., Ltd., Glasgow

Established over a Century

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Keenly interested in all descriptions of CANNED GOODS
Specifically APPLES, PEARS and MEATS

SHIPPERS, PACKERS and EXPORTERS INVITED TO CORRESPOND

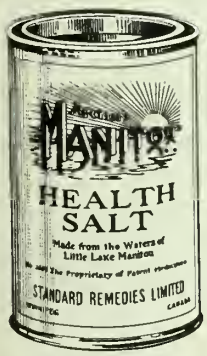
Bankers: ROYAL BANK OF SCOTLAND

From British Columbia to far off Mexico---From Panama to Punta Arenas the fame of

"SALADA"

is known to all who appreciate **fine** tea. After 27 years of "keeping constantly at it" we can conscientiously say we have never risked the public faith by tampering with the high standard of Quality originally set in 1892, *and we never will.*

Cures Indigestion



Net Weight 4½ oz.
Retail Price 25 cents.

Canada's Mineral Saline Products

Cures Rheumatism

Net Weight 7 oz.
Retail Price 75 cents.

Made from the Waters of Little Lake Manitou

Cures Skin Diseases

Net Weight 1¼ oz.
Retail Price 50 cents

66⅔% PROFIT

for you in handling these Remedies of merit Which are widely advertised.

AGENTS:—J. S. Creed, Halifax, N.S.; Loggie Sons & Co., Toronto, Ont.; A. M. MacLure Co., Winnipeg, Man.; Robt. Gillespie Co., Vancouver, B. C.

Swan River, Man., Mar. 20, 1919.
Standard Remedies, Ltd.,
Winnipeg, Man.,

Dear Sirs—I am greatly pleased with your goods. I sold fourteen bottles Sal Manitou the first day I placed them on my silent salesman. If every druggist would sell as much in a month as I do in a week, your success would be assured. They must be educated to the therapeutic value of Manitou Remedies. They should be enthusiastic as a result of the merit of the goods and the profit in sight.

Yours truly,
H. H. AGNEW.

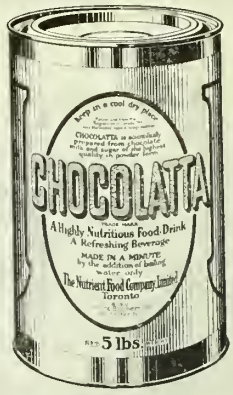
Standard Remedies, Limited

Winnipeg **Canada**

CHOCOLATTA

The "Made in a Minute" Combination of Pure Chocolate, Milk and Sugar

You will find *Chocolatta* a favorite with your customers. If you are not already selling it write us now for full particulars and terms.



THE NUTRIENT FOOD COMPANY, LIMITED
1266 QUEEN STREET, WEST : TORONTO

When in Doubt Try the "Want Ad" Page

Every week this page is being used to splendid advantage by others. If you have something to sell, or you want to buy a business, fixtures or equipment—or maybe you want a clerk, a traveller—try it out.

Two cents per word first insertion, and one cent per word for each subsequent insertion, and five cents extra per insertion for Box No. Payable in advance.

ADDRESS

CANADIAN GROCER - - 143-153 UNIVERSITY AVE., TORONTO

HELP YOURSELF TO A REPUTATION

by buying a copy of

THE GROCER'S ENCYCLOPEDIA

BY ARTEMAS WARD

YOU will enjoy reading it, because you will find it the most interesting and entertaining book you ever saw—and the *result* will be that:

YOUR BANK ACCOUNT will profit, for the information acquired will save you money—and *YOUR REPUTATION* will be strengthened, because you will know so much more about foods, etc., than any of your competitors who do not possess the book. Your customers will be quick to notice the difference and will look up to you as an authority. *Such a reputation is very valuable and brings business.*

SOME PRESS COMMENTS

THE GROCER'S ENCYCLOPEDIA is the most magnificent work of the kind ever published. Complete, authoritative and up-to-date information on every article handled by the grocery trade. Hundreds of trade "pointers" which are of practical value in buying, selling and caring for goods. An encyclopedia of all foods that you have ever seen or heard of. Food dictionaries in English, German, French, Italian and Swedish. The most complete descriptive wine list ever compiled.

MAKE YOURSELF A PRESENT OF A COPY.

1,200 subjects, 500 illustrations, 80 full-page color plates, 748 pages, 11 x 8½ inches in size, printed on heavy calendered paper and strongly bound in heavy buckram. *It cost more than* $50,000 *to produce.* but it sells for

ONLY $10.50, DELIVERY PREPAID.

Send your order to Book Department

MacLean Publishing Co., 143 University Avenue, Toronto, Canada

King-Beach 1919 Pack

Pure Fruit Jams

combining supreme deliciousness with unstinted purity and goodness.

Packed amid the gardens and orchards when the bloom is on the fruit.

Order
KING-BEACH
Pure Jams *from your Jobber*

Export demand is creating a continent-wide shortage—order early for your requirements.

The King-Beach Mfg. Co., Ltd.
MISSION CITY, B.C.

SELLING AGENTS

MASON & HICKEY
Winnipeg, Regina, Saskatoon, Calgary, Edmonton, Lethbridge, Brandon, Vancouver, Dauphin

KEEN'S OXFORD BLUE

A daily reminder to the housewife that you are selling Keen's will increase the local demand for this widely-known and popular "Blue of Blues."

The warm weather demand for Keen's Oxford Blue is particularly worth catering to. Try it.

We will send you one of our Sailor Boys for your counter.

MAGOR, SON & CO., LIMITED

191 St. Paul St. W., Montreal

30 Church St., Toronto

(Canadian Agents)

Manufacturers and Shippers! Get these facts

We have behind us the largest buying power, the largest distribution and an organization alive in every conceivable way that means **Service** to our clients.

We are purchasing agents for MacDonald's Consolidated Interests and **our Annual Purchasing Power is Twelve and a Half Million Dollars.**

Think of that when you're figuring on what organization is best fitted to give you results in the markets of Western Canada.

Correspondence solicited. Full particulars gladly furnished.

The Consolidated Purchasing Co., Ltd.

313-319 Pacific Avenue, Winnipeg

F. NICHOLSON, General Manager

CANADIAN GROCER

Vol. XXXIII. TORONTO, JULY 11, 1919 No. 28

Capturing Apartment House Trade

This a Profitable Business and Close at Hand—Quick Service Essential—Glass Jar Goods a Big Seller—Making Use of Small Space

MUCH of the business done by W. J. Brown, proprietor of the Imperial warehouse, 888 St. Catherine Street West, Montreal, is direct with dwellers in apartment blocks. Of this class of customers Mr. Brown has from 50 to 60 families, and he states that it has been well worth while to extend to them a careful and speedy service. It will be readily understood that these people cannot buy in quantity, the very nature of apartment housing being contrary to storing foodstuffs. Therefore, the grocer must be near at hand, and if accorded one's trade he must be prepared to deliver quickly and deliver often. This Mr. Brown does.

"I keep one of my delivery boys always ready to make quick delivery direct to the customer in these apartment houses," said Mr. Brown to CANADIAN GROCER. "And fully 60 per cent. of our business comes over the phone, so that we must be prepared to serve this trade without any delays. And we have secured a nice trade in this way."

A glimpse of the attractive interior of the W. J. Brown store, 888 St. Catherine St. West, Montreal. Mr. Brown is shown standing behind the counter.

What Customers Want

Mr. Brown has studied his trade carefully, and believes that the customer should have only the best of groceries. To this end he specializes in the better qualities of such provisions and groceries as a day-to-day trade is most likely to require, and, as he remarked, "our customers want nothing but high-grade foodstuffs and will pay the price for them."

Of jams and jellies in particular this firm sells many cases, and an excellent array is displayed in the shelving. The bulk of stock is carried in glass. This sized container is appreciated by the customer living in the modern living quarters, and as for the grocer it is a clean and profitable line to handle. It enables him to select in a careful and discriminating way what he shall sell, for, with a special customer to whom price is a secondary consideration, special care must be exercised in selling a line that will invariably please and retain her custom. Mr. Brown has scored heavily in this way.

Of course there is a splendid demand, likewise, for meats and chicken, etc., in glass. While high in price, they are preferred, and the profit one can make is usually most satisfactory.

Maintaining Freshness

Cheese is naturally an excellent seller. This is carried in quantity when it can be secured, and the average sales will be around sixty full size cheeses within the calendar year.

During the war Mr. Brown found it difficult to maintain his usual assortment of fancy cheese owing to the Government restrictions, preventing, as they did, the stocking of usual quantities. Care in catering to cheese demand has been found essential here, and it has produced good results.

A neat refrigerator is used at one side of the store for the care of bacon, ham, cooked meats, cheese, etc. This refrigerator is iced the year round. Ventilation is afforded through the lower part of it, so that there is no contamination, and assuring a wholesome freshness that is ever desirable.

This refrigerator is of special design and size, serving as a counter, and as the customer comes along, she may readily see at a glance what is available. Such a silent salesman has been found worthy the name, sales being constantly made without effort.

Conserving Space

Mr. Brown's store is very well located to serve a somewhat select class of trade. He finds a dual cash and credit system satisfactory, and has no intention of changing this policy, and believes that by selecting his patrons with care and giving necessary attention to credits there has been little to regret.

The store is not a large one, but it is well appointed. Care has been exercised in making the best possible use of space, and no room is lost. Some of the ideas used are worthy of mention.

At the entrance, and on either side of the one door, a narrow space has been reserved for shelving, and where various goods are displayed. These help to attract, rather than to detract from the appearance of the store as one approaches. As a general thing, the goods placed here keep in better condition, Mr. Brown stated, than were they kept elsewhere. Care is taken to shut out dust and all other contamination.

Toward the rear of the store a large refrigerator has been installed for the care of butter, eggs, lard, shortening, margarine, etc., as well as milk and cream. This is easy of access, and being of generous proportions, it carries a splendid supply for several days.

Shelving reaches right to ceiling, all space thus being conserved with the dual benefit of a better appearance and full advantage of every foot of room being secured. Well displayed, the package goods carried make a fine appearance.

A neat little pay office is arranged not far from the entrance to the store, and the lady cashier quickly makes change and receipts bills.

Asked as to the effect of the war on his general business, Mr. Brown was frank in his expression. "It has made a big difference in the matter of entertainment. The greater cost of food naturally cut down to the very minimum one's entertaining of friends, and as a consequence there was a restricted buying. But there is now coming to be a desired change, and the old order will gradually return."

In buying care is exercised to prevent piling up of stocks unduly. Frequent turning of stock is Mr. Brown's aim, and while a very wide range is carried, totalling many thousands of dollars, the average turnover will be about six times the stock carried.

No Shortage of Sugar is Likely

Refineries Are Behind in Deliveries, But Stocks of Raws Are Ample—Heavy Demand These Days

THERE is not likely to be any shortage of sugar this summer, even though the demand at the present time is very heavy. Some of the refineries are behind on their deliveries, but there is no scarcity of raws, and it is merely in the matter of distribution that any difficulty is being experienced. The export commission is looking after any surplus stocks, and as far as sugar for domestic account is concerned, there is plenty available and likely to be through the busy preserving season of the summer. The only difficulty is getting the raws here and shipping the refined on time.

According to a recent report in the New York "Journal of Commerce," the Sugar Equalization Board in New York has virtually placed an embargo on the export of refined sugar for the next thirty days by requesting all refiners to suspend export for that period, because of the most urgent demand for domestic account. This will result in the domestic distribution becoming heavier than ever before and should tend to relieve the acute situation now existing.

The Sugar Equalization Board is apparently working hand in hand with the Shipping Board, says the "Journal of Commerce," and it is reported that upward of 300,000 tons of raw sugar will come forward this month, which is practically fully up to the programmes as laid out by the Board earlier in the season. The Sugar Board's agreement with the Cubans was to take 260,000 tons per month for eleven months, but the contract has been exceeded in practically all months, and one in close touch with the officials stated that it was the purpose of the Board to rush raw sugar to the United States as fast as possible, and in this effort will be backed, it is said, by the full co-operation of the Shipping Board. Recently the Board reported purchases of 525,000 bags Cubas for shipment this month at the established price of 5.88c cost and freight.

Coffees and Teas Will Be High

Coffees on Spot Are Up a Cent Per Pound and Teas at Primary Markets Are Advancing Rapidly

THE present situation in the market for both teas and coffees is one of considerable strength. All primary markets are very much higher, and, according to information received in cable by importers, the possibility is that the market will remain firm for some time to come. While teas on spot are not quoted any higher on the Toronto market this week, coffees have been advanced a cent. per lb. Present buying of Ceylon teas laid down in Toronto ranges from 36c to 70c per lb., according to quality. Similar teas here are selling to the trade at from 40c to 80c on spot. Blending Indian teas with Javas only permit of such prices, with the present strength of the Ceylon market. Future prices are bound to be strong because of the position of exchange on Ceylon, and also of the fact that stocks of Javas are fast being depleted, and new arrivals are unlikely because of the discriminating duty on them.

In the case of coffees, the market has advanced until quotations have reached record figures. New buying is at prices higher than are quoted on spot. The market is very uncertain, and just what export demand may develop from Austria and Germany is not known. It is a fact that these countries have been without coffee for some time past, and have been using substitutes, but whether they can arrange credits to permit of entering the market again, will undoubtedly be a difficulty in the way of extensive importations. Importers of both coffees and teas look for higher prices to rule on these commodities. Exporters of teas in India have cabled Canada, advising shipping of stocks in store here unsold, to England, where a higher market prevails.

FAVORS CREDIT SYSTEM

Maintains it Means More Business if Properly Conducted

By P. Anderson

Credit came in with civilization—when man began to have faith in his fellow man. To revert to a no-credit plan would be equivalent to reversion to savagery. Germany lost the faith of humanity when she abused the faith all nations held in the Hague and other treaties.

The entire financial system is based on the faith men have in each other's honesty. You are a more or less important cog in the financial system of the country.

If you pay your bills promptly the whole set of machinery works right—if you don't pay promptly the machinery is disrupted and a certain cog may have to be removed.

Credit is for your convenience. It is the easiest thing in the world to get—if you play square—the hardest if you shirk your responsibilities.

Credit is based solely and absolutely on past performances.

In the retail business credit customers are far more valuable than cash customers. When the customer has opened an account with you you will be fairly sure of practically all of their trade, but the cash customer usually is a bargain hunter and buys from you only occasionally.

Good credit, therefore, is more of an asset to your business, and if you have fifty customers buying on credit an average $20 per month, you can figure on a least $1,000 per month from these people.

The trouble with most merchants today is they do not have the proper system for keeping track of credit customers.

There are systems that make it possible to handle credit sales with the same ease as cash sales. It is as important for the merchant to have a good credit register as it is to have a cash register. The merchant of to-day who does not have an up-to-date system and a good credit business is not in as staple a position as the merchant who has good credit and a proper system for conducting the same.

This has been proven conclusively through carefully compiled statistics and warrants your serious consideration—have a credit business well handled and you have a good staple business. Cash business may be yours to-day and the other fellow's to-morrow.

The Necessity and Importance of the Retail Distributor and his Relationship to all Other Industries

An Address Delivered by E. M. Trowern, Secretary of the Dominion Board of The Retail Merchants' Association of Canada, Before the Royal Commission on Industrial Relations, Appointed by the Dominion Government to Enquire Into Industrial Conditions, Which Met at Ottawa in June, 1919

ALTHOUGH the question of the increased cost of merchandise and the cost of distribution at retail may not be considered by your committee to properly come under the public enquiry that has been allotted to you to report upon, yet we feel that it is so closely related to the subject you have under consideration that we are taking the liberty of presenting to you a few facts on the subject of retail distribution as we see them, standing, as we do, between the producer, the manufacturer and the workman on the one hand, and the consumer on the other. So much has been said about the conditions of the producer and the manufacturer, and what is termed, for the sake of a better classification, the "working classes," and so little has been said about what is known as the distributing classes, that the whole subject has become confused and misunderstood.

Millions Invested

It is not generally known that there are many more millions of dollars invested in distribution than there are in either manufacture or production. It could not but be otherwise; merchandise must always be manufactured ahead of the immediate demand. Goods produced or manufactured in Vancouver are of no value to people residing in Halifax unless they are transported to the latter point. To do this, it requiries negotiation, purchase, transportation, warehouse facilities, retail facilities, etc., and final delivery to the ultimate purchaser in single items. A host of transactions take place before the goods are finally delivered. All these separate transactions cost money, and take time and intelligence, in addition to "capital," which cannot be regarded in any other light than "accumulated industry."

Present System Natural Development

We are quite aware that arguments have been put forth for centuries striving to discover some plan whereby goods produced or manufactured can be handed direct to the consumer, and to have the middleman—which means either the wholesaler or the retailer—removed. All efforts in this direction have been failures, and they always will be failures, because the present system has been a natural development that has grown out of actual necessity.

Prunes or raisins grown in South America or in Egypt are of no value to consumers in Ottawa unless they are brought directly to their tables here. No consumer would think of ordering such things direct, or having them shipped in small quantities; they must come in bulk. When they arrive they must be cared for, protected against weather and other conditions, sold to the retail trade, and distributed by them to their customers.

Property Value High

The value of the land and buildings upon which retail stores are situated, together with the value of the wholesale properties, exceeds in value and is more highly assessed than any other property in any municipality. Add the value of all the retail property in Canada together, couple with it the value of the stocks which are held waiting, ready and near at hand for the convenience of those who want the goods, and then add the value of all the wholesale property and merchandise to the retail property, and you have a volume of wealth that far exceeds the value of all our farming and manufacturing industries. This costly and expensive system exists because it is required and because there is no other legitimate system that can take the place of it. It has been found to be the most economic, convenient and elastic system that can be provided, and it has developed through necessity and experience. There is no practical proposal or scheme in sight that can take the place of our present system of distribution. It requires adjusting here and trimming there, but the underlying principles cannot be abolished. We are anxious to go on and develop it and make it more complete and convenient. This can only be attempted by those who practically understand the principles which guide and direct it. No improvement can come from any other source.

Retailers perhaps take their position in the economic scheme of things too much for granted. The campaign instituted by some of the daily newspapers to discredit their standing in the community is one which should awaken in the mind of the retailers a realization of their importance in the successful merchandising of goods. It is high time the retailers were organized into a body by which recognition of their just claims could be secured and opposition to any proposed legislation which would hamper their successful functioning be systematically opposed. Co-operation is seen in labor circles, in farmers' clubs, but the retailers sit calmly by and have to stand abuse at the hands of those who know not whereof they speak. The retailers cannot be successfully displaced, but their operations can be curtailed to a point where they cannot operate successfully. It is to fight against any such legislation that the retailers should be organized—the organization should be effected now.—EDITOR'S NOTE.

The Co-operative Society

All attempts that have been made by those who operate "Co-operative Societies" in any part of the world have proved to be nothing more than the old scheme of one merchant endeavoring to outwit his competitor by trying to tell the public that his goods and his system are far superior to those of his neighbor, whereas the so-called Co-operative Society system is clumsy in its operations, inferior in its service, and its methods of handing back so-called dividends or bribes to its customers have all the deceptive elements of the trading stamp scheme.

To those who are not acquainted with the problem of retail merchandising, and from the manner in which some of these co-operative societies advertise themselves, and their supposed superior methods, it is not surprising that those who are unfamiliar with the "tricks of trade" see some virtue in their proposals, but those who are thoroughly familiar with trade, and who are anxious to have all trade transactions based upon a sound, healthy, moral basis know full well that any system of merchandising that is based upon the placing of a higher price on any article to a customer, and then handing the increased price back as a bonus or a dividend or a bribe to secure and hold the trade, by or through any pretext whatsoever, is wrong in principle and commercially unsound, and it is for this reason that reputable and honorable retail merchants will have nothing to do with business methods of that character.

Not on Sound Basis

If the claims put forth by these so-called Co-operative Societies were true, and the principles upon which they are founded were correct, everyone conducting a retail store would adopt the same system, but the co-operative system is not adopted because the principles upon which they are founded are commercially unsound, and their methods can never appeal to those retail merchants who want to see the retail trade of Canada placed upon a higher plane.

An Important Duty

Believing, therefore, that we, as retail distributors, are an absolute necessity, and that our services cannot be dispensed with, w feel that we have an important duty to perform in every community throughout Canada, and we further believe that owing to our financial position, our absolute necessity, and our numerical strength in every city, town and village throughout Canada, that no question affecting what is termed the "working classes" or the "manufacturers" or "producers" can be intelligently considered without taking the great problem of distribution into consideration as well.

Circle is Complete

Retail merchants stand in a very unique position in every community. They reach out and take the goods from the producer

and manufacturer and hand them to the consumer. Every increase that is made to any article, whether it is through increased wages, the increased cost of raw materials, increased transportation, increased rent or the increased overhead expenses of every class through whose hands any product passes, is collected again by the retail merchant from the consumer. The higher wages go the higher will go the prices of the articles created by the wage earners. The circle is complete and no system of reasoning can alter this truth. The law of supply and demand is the basic law upon which everything is founded. The dearer goods are the less profit the retail merchant makes, as the demand is lessened, and his business turnover is, therefore, less.

High Wages—High Merchandise

In order that workmen can be able to purchase all those things that are necessary for their actual comfort, they must receive a salary more than equal to the value of the actual things required so as to enable them to lay aside sufficient for old age, etc. If wages keep climbing up, merchandise will go on climbing up, and there is no scheme that can be proposed that will prevent it. If wages climb higher on one class of goods than they do on others, the workmen will be limited to fewer classes of goods and their comfort will be affected thereby. If, for instance, a working man received twenty-five dollars a week, and with that sum he could pay his rent, buy groceries, meat, fuel, light, clothing, boots and other actual necessities, and his rent was doubled, he would be compelled to forego purchasing some of the other articles of necessity, and, having to do without these necessities, he would immediately become discontented. On the other hand, whatever necessities he economized on it would injure the retail merchant who handed those lines, and he in turn would have to undergo the same weeding out process as that undertaken by the wage earner.

Community Affairs Inter-Related

These simple illustrations are made for the purpose of showing how closely the affairs of every community are interrelated, and whenever one class is affected all classes are affected.

Our purpose in submitting these brief views on the problem of retail distribution, which is one of the most difficult problems for those who have had no practical experience in it to understand, is to point out that there is more capital invested, and more people employed in distribution than there is in production and manufacture combined, and that, in our opinion, no plan, no scheme and no device that can be suggested can ever alter it unless we turn our plan of civilization backward and all begin again to be tillers of the soil and makers of the things we use and require. No one would be satisfied to go back again to the simple life of making our own candles, and using flint instead of matches, and using a spinning wheel to make clothing out of sheep's wool. We have experienced life's comforts and we want them, and if we want them and must have them, we must pay for them. A meal provided in a million dollar hotel will always cost more than a meal provided in a tent. There is a price ticket on everything. The best things cost the most, and if we wesire them we must be prepared to pay for them or go without them.

An Advanced Age

To properly consider the subject we have before us we must take conditions as we find them to-day, and not as they were a century or two ago. To-day we have public school systems all over the world. Boys and girls, and men and women, have been educated to try and think. In every sphere of activity we see development. We find improved machinery in all lines of manufacture and production. We have labor-saving devices and we have transportation facilities that are unequalled in any age of the world. We have new devices for transportation, such as automobiles, automobile trucks, aeroplanes, bicycles, etc. In electric power and electrical devices we are in advance of anything in the history of the world. In telephones, telegraphs and cables, our advances are phenomenal, and all this with the many other new inventions such as gramophones, etc., which can produce the human voice, all these things have been brought about by those who have been educated to think, to diagnose, to investigate and to study.

While the thousands who have been giving their attention to the above commercial improvements have succeeded, another class has been thinking along other lines, but their thinking has produced different results.

What Lack of Commercial Training Reveals

It is said that a little learning is a dangerous thing. In many cases this has proven to be true. Not having had practical experience and an opportunity of giving any study to the great problem of distribution, the rock upon which thousands upon thousands of persons engaged in other walks of life become shipwrecked is where they venture out upon its dangerous surface. These persons who have not had a proper commercial training advocate among other things the following:

1. The abolition of the middleman.
2. Direct purchase and sale between producers and consumers.
3. Municipal trading in coal, wood, milk and other articles of common use.
4. Public retail markets to enter into competition with tax-paying retail merchants who carry vegetables all the year round, whereas consumers cannot buy vegetables in the market when the temperature is below freezing point.
5. Without knowing the unsound, commercial basis upon which so-called "Co-operative Societies" are established, they advocate their adoption.

Wrong Thinking at Root of Trouble

In our opinion, it is wrong thinking of this character that lies at the root of our present troubles and unrest to-day. The remedy for this false thinking lies at the door of the retail merchants themselves. Believing, as we do, that no intelligent system on earth can be devised to abolish the retail merchant, or whereby all means of retail distribution can be operated entirely by the State, and that all men must have the right to develop their own lives as they deem best for themselves, without injury or interference with the rights of others, it is our duty to make our claims known.

Retailers Here to Stay

We wish, therefore, to repeat again that the most difficult problem of all problems for the average student of political economy to understand is that of the distribution of merchandise at retail. It has puzzled wise men before corn was sold in Egypt, and it will puzzle wise men and social economists until the crack of doom. Retail merchants have been on earth for centuries, and they will be here for all time. You can devise no plan that will abolish them because they are an important and essential part of every community. They comprise the active, independent and free men of every municipality. Their chief desire is to be allowed to do their business on a sound, business basis and their chief enemy is municipal and legislative restrictions that are proposed to be placed upon them by those who do not understand the simplest principles of buying and selling.

Few Labor Troubles

As to the labor troubles of retail merchants, they have very few. Most of their clerks are their friends. A young man who enters behind the counter of the average retail merchant's store must take an interest in the business. He must be pleasant and agreeable with the customers of the store. The proprietor knows his habits, knows his Christian name; he calls him Bill or Bob and he interests himself in his work, and encourages him to develop his character. It has often been said, and we have never heard it disputed, that the best business college in the world for a young man to enter is behind the counter of an honest retail merchant.

Influence for Good

A retail merchant who places his name over his door and who is always before the public, has a stake in the community, and his influence is for good and not for evil. Strikes, lock-outs and hold-ups are never heard of in ninety-seven per cent. of the retail stores in Canada, nor will they ever be heard of, because each store has its own plan of paying wages or giving commissions on profits, or giving bonuses or increasing salaries according to the ability of the clerk to earn. No system of paying all clerks the same salary, even in the same class of trade, could ever be adopted, because the clerks themselves would object to it. The principle that exists, and which always will exist, is to pay clerks according to their worth to the firm. This is the only fair system and the only one that will give them an incentive and an ambition to some day become their own masters. In Canada to-day every young man who is ambitious and who is willing to devote his time and thought to the business of his employer in the retail trade can find an opportunity of advancing to the highest position in the store, or becoming a partner, or eventually entering into business for himself. The first thing, however, that must be done, and for this reason, chiefly, we are submitting this article, is to impress upon the public mind that the man behind the counter is performing equally as useful and important work in the community as the man behind the lathe or the man behind the plough.

Occupy Most Important Position

As retail merchants, in the past we have been too docile and too unconscious of our own importance in the community, and we have allowed all sorts of reports to be circulated by those who know nothing about the problem of distribution, being of the opinion that the public would not believe the statements made. In the future we hope to remedy this condition by taking our proper place in the community and insisting upon equal recognition with all other kinds of useful employment. As stated before, we occupy the most important position in the life of every well ordered community. We are here because we are required, and we will be here for all time, and there is no other system of distribution that can supplant us.

For this reason, if for none other, the Dominion Government must recognize that it is essential that no unfair or discriminatory legislation should be passed that will hamper our progress or interfere with our rights as free citizens. At the present time we welcome the opportunity to be able to lay before the special committee of the House of Commons, which has been appointed to investigate the cost of living, all the facts concerning the retail trade that we have in our possession, as we feel that the more we make our condition public the more the public will respect and appreciate us.

I.X.L. CO. IS REBUILDING

The IXL Spice and Coffee Mills, Ltd., London, Ont., whose manufacturing plant was destroyed by fire last week, are rebuilding and installing new machinery. The company points out that while the fire necessarily delayed shipment of orders for a day or two the factory is again running full capacity, and orders are being shipped promptly.

MEETING THE HIGH COST OF LIVING WITH BEANS

Even in these days it is possible to get a high amount of food value at comparatively little expense. Beans, while they have increased in price in the past years, have not increased enough to put them on a par with most other foods of equal food value. They are therefore a commodity that the grocer can push with a good conscience.

The accompanying photo illustrates how J. L. Wyckoff, of the Wyckoff Quality Food Store, London, Ont., featured beans in his window display. Here again is a forceful example of the attractiveness of displaying in bulk. The whole floor of the window is piled deep with loose beans, while around the display are other food commodities that go well with these goods—catsup, canned asparagus and sweet potatoes—with attractive cards calling attention to each line.

Going After the New Family Trade

D. A. Mackenzie, of Souris, Man., Has Built a Big Business by Adopting Progressive Methods—One of the Best of These is to Gain the Friendship of the Newcomer to the Town

WHEN a new family comes to town which merchant secures their grocery trade?

Is it not likely to be the man who first extends a welcome to them and who is first to solicit their patronage? D. A. MacKenzie, of Souris, Manitoba, thinks so, and he has prepared a form letter which is mailed to new arrivals when he finds that they have come to make a home in Souris. He keeps a stock of these printed forms on hand, printed to represent a typewritten letter, and all he has to do is to affix his signature and drop it in the post office. The impression created on people who are new to the community, and who feel perhaps a little out of place and lonesome in a strange town must go a long way toward influencing them to trade with this dealer. They are likely to remember for a long time to come his thoughtfulness in extending a welcome to town, even if his solicitation for trade is coupled with that welcome, and they are certain to mark him as a live grocer, who will give them service in the future.

Herewith is shown a replica of the letter that Mr. MacKenzie sends:

The MacKenzie grocery store in Souris is one of the finest in the West. Only a year ago Mr. MacKenzie kept a general stock of goods but he decided to discard all other lines and deal in groceries alone. At that time he put in a $300 wall cabinet for the reception of stock in bulk and erected a public drinking fountain in the centre of the store. It is the only one in town, and it appears to be a fact that women buyers, particularly farmers' wives, come to this store in order that they may refresh themselves instead of going to a soda fountain or hotel.

Mr. MacKenzie stated to a representative of CANADIAN GROCER that he has succeeded in confining his business to a thirty-day credit limit.

ALWAYS GOOD

MACKENZIE'S

SOURIS, MANITOBA
CANADA

GROCERIES & PROVISIONS

Dear Madam:

Let us be one of the first, if not the first, to welcome you into our neighborhood. We hope that you will feel at home and be happy amongst our people and that your endeavors will be attended by prosperity

One of your first steps on coming into a new place, is to decide where you are going to buy your groceries and provisions. Let us venture to hope that your choice will be MACKENZIE'S.

We would like you to get acquainted with our store as soon as possible. If there is anything we can do to help you get settled we shall be only too glad to prove our readiness.

Our store is filled with a well assorted stock of high quality merchandise that we offer at the lowest prices, but we never sacrifice quality to make a low price. We always try to please our customers and give good service. Commence to deal with us and we think you'll like our ways.

Trusting to meet you soon,
Yours respectfully,

MACKENZIE'S

Per

The form letter with a personal touch that introduces Mackenzie's to the new comer to the town.

The left front of the MacKenzie grocery store in Souris, Man. The whole stock of this store is systematically divided into sections. This picture shows the arrangements of carton and package goods on the shelves immediately at the front of the store, with canned goods in the rear. Attractively displayed on a table in the background toward the entrance is tea of one brand, a large open box being placed for sampling purposes with the price plainly marked. Dried fruits are displayed on the table in the right foreground, and a very fine assortment of fresh fruit is attractively shown in the left foreground.

Wholesale Grocers are Real Distributors

Only System, Says Hugh Blain, Which Under Modern Conditions Can Properly Supply Consumers

By HUGH BLAIN, before the High Cost of Living Commission

THE wholesale trade employs the only system which under modern conditions can properly supply consumers with their requirements.

No other method can assemble, conserve and distribute the products of the world with an equal degree of efficiency and economy. Where the producer and consumer are in close proximity a direct transfer of products may be made to their mutual benefit, but this applies chiefly to bulky and expensive articles and farm products, and then only to a limited extent Even in these cases the prices exacted are, as a rule, approximately the same as the consumer would pay in the regular course of business.

In general merchandising it would be impossible for the consumer to buy from the producer. A dozen oranges from Florida, a package of currants from Greece, or a caddy of tea from India, China or Japan, would be an expensive luxury if bought direct from the grower, and a package of needles, a spool of thread, or a rake or hoe, would be correspondingly expensive if bought direct from the manufacturer.

Retailer Cannot Buy Direct

It would be almost equally impracticable for the retail merchant to buy his goods direct from the producer or manufacturer. He would have to buy in quantities greater than he could handle to get the lowest transportation charges, and even if he could buy in small quantities to suit his requirements, the cost would be greater than he could buy from a well-managed wholesale house.

The established channels of distribution are from the producer or manufacturer to the wholesaler; from the wholesaler to the retailer; and from the retailer to the consumer. In other words, the logical and practical system of distribution is through the wholesale and retail trade.

If those channels are beneficial economic factors in the distribution of products to the consumer, they should be reasonably protected. Are they? We say they are beneficial economic factors, and ask again "are they protected?"

Need of Inland Trade Commission

For many years we have urged upon the Dominion Government the appointment of an inland trade commission. In our last interview with the Government, recommending such an appointment, I stated in the plainest terms that while Canada had spent many millions of dollars on production and foreign trade, it has never spent a cent on domestic trade. Mr. H. C. Beckett, of Hamilton, who is here to-day and a large number of wholesale merchants, and also Mr. E. M. Trowern, Secretary of the Retail Merchants' Association, were present, and strongly urged the appointment. Sir Geo. E. Foster, Minister of Trade and Commerce, admitted the correctness of the statement, and also admitted that domestic business was equally as important as manufacturing or foreign trade, and came more closely into contact with the consumer.

When the Hon. Mackenzie King amended the Anti-Combines Act I urged him to make the commission for which the Act provided a permanent commission, to supervise and regulate domestic business. He agreed with my views, but feared that public opinion would not warrant such an advanced step. If he had then done so, the commission would have been of great service to the Government when the war started. A properly organized inland trade commission would have had its fingers on the business pulse of the country, and could have furnished the Government with the information it so much required.

We are here in Ottawa again, this time to urge your committee to recommend the appointment of an inland commission to supervise and regulate distribution, and prevent profiteering. The regular trader, as a rule, has neither time nor means nor extra warehouse facilities necessary to speculate (and the speculator is the man who is the profiteer). he whole time of the man with an established business is required to look after his daily affairs, and if he were to approach his banker for money to speculate with, he would be likely to receive a somewhat chilly reception. If we were profiteers we would not so long and so persistently have advocated and pressed for such a commission.

Protection Against Profiteers

A well organized inland trade commission composed of shrewd, able business men in whom the public have confidence, and who had neither political nor business interests to serve, but whose whole time was employed in making a careful study of complex business transactions and business conditions, would protect the public against profiteering or exorbitant prices, and the assurance of such a commission that business was carried on fairly and honestly would calm the public mind and prevent much of the unrest

Continued on Page 31

The right front of the MacKenzie grocery store in Souris, Man. Note the attractive cabinet in the rear, which was manufactured by a firm in Souris. Its lower part is made up of false fronts for the display of groceries in bulk. On the shelves are placed an excellent display of goods in glass bottles, such as fruits, pickles, sauces, etc. Biscuits are attractively presented in glass covered boxes on a stand seen at the front of the store, and immediately next to it in the show case is a display of candy in boxes. On top of this show case is a smaller show case divided into five compartments, each of them filled with chocolate. The corner of a table is shown in the left foreground of the picture. This table occupies a place immediately in front of the entrance, on which is placed an array of dried fruits, and other seasonable goods.

Grocer Thinks He's Making 4.63%

In This Case an Investigation of the Evidence Supplied Does Not Make It Appear That Way—Figures Show a Well Understood Business—Some Slight Ground For Criticism, However

By HENRY JOHNSON, Jr.

THIS long letter and the detailed tabulations with it I feel justified in copying entire. They mostly speak for themselves, though I may comment a little at the end.

April 12, 1919

Dear Sir:—

I am enclosing copy of my expense chart for 1918, and for Jan., Feb., 1919. You will notice that several of the items are the same amounts each month, such as business tax, telephone, depreciation of accounts, fixtures, etc. These are paid once yearly, and so I apportion them over the whole period.

The charge for wrapping paper is based on the average for three months. Depreciation on accounts, etc., is based on the previous year's record with a good margin allowed for contingencies. The allowance for shrinkage is a safe margin, as we get allowance for fruit which is not in good condition when it arrives, and canned goods which are blown or bad are rebated by the wholesalers.

In the expenses I have not allowed any wages for myself as proprietor, nor charged interest on the capital invested, but all goods sent to my house and money taken is charged to my account. The sales for 1918 were put down in dollars only. Thus, if they were $9,100.-40, they went in as $9,100, but this year I have put in the actual amount.

From the back of the 1919 chart you will observe that I have gone a step further in showing several other facts which will enable me to gauge the progress of the business more accurately.

The expense for Jan., 1919, is very heavy. There were several items of expense outstanding, also several items which could have been held over, but as we were stock-taking January, 31st, all these were charged to the 1918 period. Included in the Jan. expense was the charge for overhauling the delivery car. In the summer my touring car expense is also charged to store expense, as it is used in the business part of the time.

The advertising expense for December, 1918, was high. During that period we disposed of two carloads of B.C. apples, which we purchased direct from the growers and which netted a good margin. This fall we have sold over 2,000 boxes of apples.

Sales for 1918 were $110,059.34. Stock carried is from $4,500 to $5,000. The net profit, after allowing 10 per cent. depreciation on fixtures, 10 per cent. on account and 20 per cent. on delivery equipment, was $5,096.66. The fixtures originally bought at 33 per cent., so that 10 per cent. should be a fair depreciation allowance. The car was put down as half value the last stock-taking, so 20 per cent. is allowing a good, safe margin.

We write off all acounts which are over six months past due, but our losses the past year have been very low. The present business was commenced as a partnership in June, 1914, but when that partnership was dissolved in 1916 there was a deficit of $3,000. I stayed on in business, and after many struggles have pulled it through.

The city is around the 20,000 population mark. We have one male clerk, two girls and a janitor. We have a man on the auto and a boy on the rig. I superintend and look after the books and accounts. We make a specialty of window dressing, advertise weekly in the local press, and endeavor to make our store the cleanest and most attractive in the city.

There are several other items, such as how we handle our fruit in the summer, which no doubt would be interesting to you, but space forbids at this time.

Our store is equipped with all the latest fixtures such as cash register, 3 computing scales, account register, silent salesman, large refrigerator, biscuit case, bin delivery counter, typewriter, adding machine, latest type meat slicers, electric coffee mill, etc.

In some of your articles, you mention "velvet." It may be interesting to you to know that in December, 1918, we received $65.04 for discounts, and $64.98 in Jan. For empty boxes returned to jobbers for packing cases, in December we received $10.40, and Jan., $39.00.

Yours truly,

A Little Self-Misleading

In the case of a man who took hold of a business less than three years ago with a deficit of $3,000, and to-day has worked out that handicap, and who also keeps such detailed accounts as are shown by his statement, it is probably fair to allow that he is not fooling himself very much. So my criticism must be understood that way. Yet he does not send in such figures to ask merely for approval. He wants any weaknesses pointed out. So I do not hesitate to do just that.

Some of the items are not clear. For example, what is that "Prop" stuff which appears here and there? If those are items charged to himself, why not

(Continued on page 31.)

EXPENSES RECORD.

1918	Jany.	Feby.	March	April	May	June	July	August	Sept.	October	November	December	1919 Jany.	Feby.
Wages, Store	$ 295.00	$ 295.00	$ 322.00	$ 347.70	$ 311.35	$ 322.25	311.00	$ 298.00	$ 348.35	$ 338.00	$ 429.90	$ 338.60	$ 394.00	$314.50
Rent	100.00	100.00	100.00	100.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	100.00
Advts.	32.58	29.92	36.49	16.80	21.00	25.73	37.68	45.33	64.18	57.89	45.00	121.57	49.65	21.70
Wages, Delry.	109.50	142.50	127.40	80.30	97.65	105.00	131.00	135.00	141.35	185.00	179.00	161.20	134.25	155.40
Auto Expense	96.60	65.25	137.62	171.09	56.70	177.55	148.70	131.30	115.50	130.75	113.76	126.23	209.90	25.95
Barn Expense	19.35	22.80	.....	44.00	8.25	.....	9.70	26.75	6.50	.....	28.00	9.00	11.80	12.50
Ice	.....	.....	.....	.....	.....	.....	10.50	4.30	1.20	1.20	.....	.....	.....	.....
Light	18.15	17.90	13.05	9.25	14.55	7.65	13.00	14.30	14.30	13.70	.....	31.75	23.45	18.18
(Prop.) Water	2.68	2.68	2.68	2.68	2.68	2.00	2.00	2.00	2.00	2.00	2.00	2.00	.....	.....
Coal	33.70	23.60	.....	.....	.....	.....	.....	.....	8.75	59.08	.....	.....	6.50	30.25
Prop. Paper	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00
Prop. Bus. Tax	9.00	9.00	9.00	9.00	9.00	9.00	9.00	9.00	9.00	9.00	9.00	9.00	9.00	9.00
Laundry	2.10	2.75	13.30	.....	8.95	.....	.....	.....	.....	4.15	7.45	3.90	5.40	5.25
Prop. 'Phone	7.15	7.15	7.15	7.15	7.15	7.15	7.15	7.15	7.15	7.15	7.15	7.15	7.25	7.25
Insurance	8.00	8.00	8.00	8.00	8.00	8.00	8.00	8.00	8.00	8.00	8.00	8.00	9.00	9.00
Cartage	2.00	1.50	1.50	1.50	1.50	.....	.....	.....	.....	.....	.....	.....	1.00	1.25
Stamps, Staty.	.70	3.25	8.05	7.38	6.68	8.50	8.80	3.45	4.55	4.95	10.30	14.10	10.60	6.00
Depreciation—														
Prop. Accts.	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00
Prop. Fixt.	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	22.00	22.00
Prop. Shrinkage	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	20.00	20.00
Sundries	10.00	20.75	10.00	.50	11.25	6.40	6.09	11.85	43.30	22.30	13.80	7.10	5.79	.....
Interest	30.38	23.57	21.96	20.15	15.41	3.81	5.57	.90	.....	25.69	5.50	2.00	2.25	.....
Total	$ 876.89	$ 875.62	$ 918.20	$ 937.47	$ 831.09	$ 923.14	$ 958.12	$ 947.33	$ 1,024.13	$ 1,098.86	$ 1,109.76	$ 1,091.61	$1,181.75	$809.93
Sales	7,952.00	7,490.00	8,462.00	7,655.00	7,995.00	8,038.00	8,700.00	10,128.00	10,060.18	10,670.28	10,637.50	10,725.00	.....	.....
Expense, %	11.29	11.69	10.85	12.24	10.38	11.47	11.11	9.35	10.18	10.28	10.43	9.82	.....	.....
Accts. Out.	.....	.....	$4,164.00	$3,650.00	$4,063.00	$4,488.00	$4,455.00	$ 4,994.00	$ 5,049.00					

Biscuits Bought According to Variety

Customers Seldom Call for Fancy Cakes by Brand Name, But Want Special Kinds—Retailers Are Developing Biscuit Business by Aggressive Methods

INTERVIEWS with retail merchants show that they are developing a demand for biscuits by adopting aggressive methods. Those merchants who are content only to hand out a pound of biscuits to customers who ask particularly for them and who make no endeavor to display them attractively or push sales to their customers, very seldom have a big biscuit trade.

W. D. Stevens, the City Grocery, Port Hope, Ont., handles three kinds of fancy biscuits. A recent experience he had shows how the merchant can sell goods who gets behind them. Not long ago he was induced for a number of reasons to stock the third line of fancy biscuits. He decided to get behind these with his selling power and that of his staff, and by displaying them prominently on the counter and in the store in three days he had sold three boxes, each containing 30½ pounds. This is practically 100 pounds of fancy biscuits in the three days in Port Hope. He showed a few of the biscuits on his counter, and by suggesting to his customers that they try them he was able to include this line in most of the orders going out. Prior to this time the other two lines had complete sway in the Stevens store.

H. E. Martin, also of Port Hope, states that he carries three lines of fancy biscuits. He invariably sells these to his customers mixed, giving them some of each of the three brands. He thinks the lines carried are quality goods that will stand back of his recommendation, and he maintains his customers are satisfied with the goods he sends. This experience of Mr. Martin indicates that few customers ask for fancy biscuits by brand name. They do suggest the character of the biscuit they want, such as cocoanut wafers, sandwich biscuits, sugar wafers, arrowroot, etc.

Favors More Than One Brand

Edwin Guillet, Cobourg, Ont., maintains that it is not good policy to specialize on one brand of biscuits. He stocks three because he thinks customers like to get an assortment, and as one brand is, in his estimation as profitable as another, he is in a position to have a variety of kinds of biscuits with which to satisfy his trade.

R. L. Zufelt, Belleville, Ont., does not think it pays to stock too many brands. He carries two and has endeavored to select the two he thought would be best for himself and most satisfactory for his customers. He points out that it is considerable trouble returning empty boxes, and by having as few brands as possible this saves a great deal of time and trouble. He claims his customers are well satisfied with the two lines he has chosen.

H. E. Fairfield, also of Belleville, is of the same opinion as Mr. Zufelt in the matter of the number of brands carried, but he confines his brands to one. He weighed all the information he had in connection with various brands and came to the conclusion that the one selected was the best in his interest as well as in the interest of his customers.

Fancy biscuits are usually purchased from retailers according to variety. For instance a customer asks for a pound of mixed biscuits including cocoanut bars, sandwich biscuits, fig bars, raisin biscuits, etc., rather than simply a pound of a particular brand. Investigations show, too, that aggressive retailers, by adopting live selling methods, frequently create business for a certain variety of biscuits which they know customers will like and which show a fair profit. Several retailers stock two or three manufacturers' goods just to be able to give a better assortment in varieties.

Sales Greatly Increased

R. H. Patchett, Dufferin Street, Toronto, handles two lines of fancy biscuits. He has about equal sale in these two but recently he adopted an idea that has assisted greatly in the sale of biscuits. He takes a special variety of one of these brands out of the original box and puts a nicely-arranged front in one section of his display counter with a neat card in one corner giving the name of the variety and the price. At the time CANADIAN GROCER representative called on Mr. Patchett he was featuring a cocoanut bar which had cost him 15c per pound. His card read: "Fresh cocoanut bars 30c per pound or 2 pounds for 50c." By this method the attention of the customer was attracted to the 2-pound price, and he sold the majority of his biscuits this way. By purchasing from the original tin customers would only buy probably ½ a pound, or at the most, a pound. Mr. Patchett claims that few customers think of the manufacturer when a special variety is taken from the general assortment in this way and prominently displayed with price. This method has educated customers to ask for a particular variety of fancy biscuits rather than for a particular brand. This has also resulted in the sale of three or four times as many of the cocoanut bars as were regularly disposed of.

Basnett's grocery, 2236 Queen Street E., Toronto, specialize in fancy biscuits and have worked up a very large sale in one particular line. Some years ago, like many other grocers, they stocked several different lines and a did a fair amount of business with each, but during the war, when it had become necessary to use so many substitutes, they have found it a good policy to confine their purchasing to one line only as they claim this particular one has stood up much better in the matter of flavor, keeping qualities, and do not break so easily. Their customers seem to have gotten the habit of expecting their orders to be filled with this particular line and very rarely ever specify the brand.

Should Know the Manufacturer

W. J. Snell, 2135 Queen Street E., Toronto, maintains it pays to choose the better varieties of the best manufacturers of fancy biscuits. He sells most of the high-grade lines of "Made in Canada" goods as well as some imported lines. His customers, he says, do not often request a particular brand, but more often order "so many fancy biscuits, assorted." He finds that by keeping a large assortment prominently displayed that sales are materially increased, as customers intending only to purchase say half a pound, are frequently induced, through an attractive assortment, to increase their order. This display and large assortment, Mr. Snell contends, is responsible for the marked increase in his fancy biscuit sales.

E. R. Benn, Pacific Avenue, Toronto, says his customers do not request particular brands of biscuits but just a pound or half a pound of this or that variety. He is pushing the sale of —— at present and finds most of their lines take as well as the older and better established makes. As they are not charging for their boxes he finds this an inducement to push this line.

Dorkin & Co., Annette Street, Toronto, stock several lines, but they pick the better sellers of each line and repeat their orders for these chosen varieties. Their customers do not demand any special brand and they frequently fill an order with two or three different lines.

BURLINGTON GROCER VICTIM OF AUTO FATALITY

Councillor G. Roy Page succumbed to injuries on June 30, received on the previous evening, when he fell from the running board of an auto, fracturing his skull. Deceased was born at Bronte 33 years ago. He spent a number of years in Vancouver, where he owned a grocery business. He returned to Burlington about four years ago, and until a month ago owned the co-operative delivery which he disposed of and purchased the grocery business of Roy Early. He had been a member of the town council for the past year and a half, a member of the fire department and of the Loyal Orange Lodge.

He is survived by his wife and three children.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

JOHN BAYNE MACLEAN - - - - - President
H. T. HUNTER - - - - - - Vice-President
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THE MACLEAN PUBLISHING COMPANY, LIMITED

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, Power House, Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, Canadian Motor, Tractor and Implement Trade Journal.

OFFICES

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UNITED STATES—New York—Room 620, 111 Broadway, New York; Telephone 8971 Rector. Chicago—Room 1401, Lytton Bldg., 14 E Jackson St.; Telephone Harrison 9133. Boston—C. L. Morton, Room 734, Old South Bldg.; Telephone Main 1024.

GREAT BRITAIN—London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director, Telephone Central 12960. Cable Address, Atabek, London, England.

SUBSCRIPTION—Canada, $3.00 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, $3.50 a year; other countries, $4.00 a year. Single copies, 10c, invariably in advance.

PUBLISHED EVERY FRIDAY

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation. Copy of report will be sent to anyone interested.

Vol. XXXIII. TORONTO, JULY 11, 1919 No. 29

MARGIN OF PROFIT IS NARROW

THE finding of the Cost of Living Committee, following recent investigations, should render quiescent, for the present at least, or until such time as there would seem some foundation for their statements, the assertions appearing frequently in the daily press, that practically all handlers of foodstuffs in the past few years have been profiteers. As was expected by those familiar with the situation, the committee found that the margin between the actual cost of production and what the consumer pays for commodities is reasonably narrow, in the main, that no material reductions in prices can be expected, except by increasing the volume or by lowering the cost of distribution.

The statement a short time ago by S. R. Parsons, past president of the Canadian Manufacturers' Association, that the retailers were the real profiteers has not been proven by the findings of the Cost of Living Committee. The utterance at the time it was made was felt to have been very unjust to the retailer, the more so because of its evident lack of reason, and the dangerous unrest it was apt to create in the mind of the consumer. The retail grocer has had as much to contend with, in the way of high prices as anybody, and nobody would welcome more gladly a return to normal conditions.

It is worthy of note that the committee found that the present price levels are not fixed, and that the solution of the whole problem lies in the willingness of the Canadian people to seize and make use of the splendid opportunities before them. The solution of the high cost of living lies in greater production. It is the world-shortage of life's necessaries, occasioned by more than four years of unnatural conditions growing out of war, and until the people once more turn to the pursuits of prewar days, and production once more assumes a normal basis, prices are likely to remain at high levels.

It is largely the old law of supply and demand. The finding of the committee should do much to allay the suspicions and dispel the unrest in the minds of the people.

SHOW US A REASON, MR. CANNER

THE *Canner*, Chicago, an important organ of the American canning trade, does not think very highly of the retail grocery trade. We quote from a recent issue:

"Few retailers are creators of business. The majority are human slot machines. The average retailer doesn't push canned foods or anything else, but drifts with the current. The consumption of canned foods in the United States would be far greater if more grocers were possessed of initiative, combined with ambition and energy. How refreshing it would be to see grocers working to interest housewives in, for example, canned hominy, an article which isn't appreciated by two per cent. of the people of the country, or beets, or pumpkin, or spinach, or canned sweet potatoes, or canned shrimp, and a dozen other items of canned foods.

"The retailer stands behind his counter and hands out these really fine food products merely as customers happen to call for them. He spends, on the average, nothing at all for advertising; in fact, retailers who openly declare they 'don't believe in advertising,' are still (in this day and age) fairly numerous, strange as it may seem."

It may be that American conditions vary from those in Canada, but as far as the Canadian retail grocery trade is concerned, we are prepared to give a categorical denial of the statements quoted above, and we say this advisedly after about four months devoted to the investigation of this very subject, an investigation that has resulted in a series of articles showing just how and why the retailer was a salesman of certain lines of goods.

One would have thought that the "human slot machine" idea would have died long since, that it has not, is the crowning manifestation, that the reason certain goods are not sold is not because of the indolence and inanition of the retailer, but because of the blind ignorance of the manufacturer.

The idea that the retailer is a kind of molluse, doing nothing, and placidly waiting for things to come to him, would have died long ere this, had the men who were eager to sell him goods taken the trouble to investigate just what purpose the retailer actually was serving in the scheme of distribution.

It would be refreshing "to see grocers working to interest housewives in, for example, canned hominy, an article that isn't appreciated by 2 per cent. of the people of the country." Very true, it would be very refreshing—to the canner. But why in the name of all that is reasonable should the merchant waste his time in introducing hominy to the housekeeper? It can be done, but show us a reason, Mr. Canner.

GROCER THINKS HE'S MAKIIG 4.63 PER CENT.

Continued from page 28

show his entire account? He says that he has charged himself no wages, but that all items which have been taken to his home, money withdrawn by himself, etc., has been charged to his account. But nowhere do we find any indication of how much he has taken out himself.

There is some self-deception here. It is beating the devil around a stump, or bush, or whatever it was! Because what it costs, it costs. What he withdraws and spends, he withdraws and spends. And all must come out of the business. So why not simply allow himself a salary, take it out each month and pay all his bills, to the business and otherwise? On that business, with $100,000 sales and upwards, a fair salary allowance would be 2½ per cent., or $2,500. To make such allowance would result in swelling the expense ratio from the present basis of 9.35 and 12.24 to 11.85 and 14.74. Such ratio would be very favorable in comparison with what most merchants are doing, especially seeing that the average throughout the year now is slightly under 10.76 per cent. and then would be only around 13.26 per cent.

Better All Around

Of course, this would cut the presently stated net earnings of $5,096.66 to $2,596.66, but that would then be an absolutely reliable basis. Moreover, the man who can do $100,000 business and really make 2½ per cent. absolutely net on sales, with no items omitted or camouflaged, is a king-row merchant. So this plan would be better all round.

If it is true that the stock carried actually averages $4,500 to $5,000, the turnover is remarkably high. For on $5,000 it figures out to 17½ times. If we should take $4,750 as the average stock, the turnover would be just that much more favorable.

Depreciation allowed for is on exactly the right lines. All the extra "buffers" appear to be taken into account. There is enough liberality shown in the allowance for contingencies apparently to cover everything liable to reduce net earnings. Hence, altogether, this is a very well-guarded business.

Finally, this man is alert in his merchandising. He grasps opportunity by the forelock, as may be noted by his sales of fruits generally and apples in particular. Note very carefully that he did not shy off when apples were high. Maybe it was precisely because others feared to sell them at the high level that he took hold with courage, and made such a success of his venture. He is wise to make such a feature of his fruit department. for that is the end of the business which can be made into a feature of perennial attractiveness. His attention to window dressing points the same way.

In fact, there is nothing very serious the matter with this business that I can see. My suggestions merely touch those improvements which would round out the accounting to an exact fit with actualities.

There are some other points on which I expect to touch next week.

CHOICE RECIPES FOR MAKING OF ICED TEA

The suggestion is made that the retail grocer might display some choice recipes for iced tea to his customers these days with good results. With a view to doing this the CANADIAN GROCER publishes herewith some very good ones, as follows:

One Good Way

Infuse the tea in the usual way and after five minutes or so pour it into an open vessel to cool. Do not put it into the refrigerator or it will cloud. When serving, place a piece of ice in each tumbler and pour in the cooled tea. Serve with lemon and sugar to taste.

Another Method

Serve the tea hot in the usual way, but pour from the teapot into tumblers nearly full of chipped ice. As soon as the ice melts, the tea will be deliciously cool. Serve with lemon and sugar. This is the instantaneous method and requires that the infusion be made a little stronger.

A Third Way

Use a quarter more tea leaves than for hot tea. Pour on boiling water and allow to steep not more than five minutes. Pour the liquid off the leaves into another pot or jug, and allow to cool gradually. Never use any artificial means of cooling till the time for serving comes. Then pour into glasses and add a slice of lemon cut very thin and a little crushed ice to each glass.

Note that the tea must be made some three hours before it is required to be served in order to allow of its being naturally cooled.

WHOLESALE GROCER DISTRIBUTORS

Continued from page 27

and apprehension caused by the reckless and venomous views of the professional agitators.

Such a commission should have power to call before it anyone accused of improper business conduct, and after a thorough investigation be able to punish the offender without throwing the responsibility upon the municipality, or the Attorney-General of the Province, or the Dominion Government. Such a commission would soon be able to intelligently assist the Government in passing uniform and just laws to govern the entire inland business of the Dominion.

To-day we are seriously discriminated against. In the Province of Ontario, in addition to paying the full Municipal Tax at so many mills on the dollar, which really provides for the business facilities we enjoy, we are charged seventy-five per cent. of the full regular Municipal ..ax as a business tax. Last year the wholesale business tax in Toronto on premises assessed at $100,000.00 was $2,287.50. The retail trade pays the full tax in every municipality in Ontario, and in addition the business tax on the average of thirty per cent. of the regular tax. These are charges for distribution of goods through the wholesale and retail trade.

Mail Order Houses Escape Tax

The mail order houses (our special competitors) pay in addition to the full Municipal Tax, fifty per cent. of the assessment of their premises as a business tax, but pay no tax to the hundreds of municipalities into which they send their goods. This would mean a business tax in Toronto last year of $1,525.00 on premises assessed of $100,000.00, and no taxes whatever in other municipalities in Ontario. In addition to this, the Government, as far as we can judge, is delivering these goods for the mail order houses for les than cost, and we also believe is circulating bulky catalogues soliciting business through the P.O., at less than cost, and to the injury of many retailers who keep these Post Offices without receiving adequate compensation for their services. Even in the face of all this I am advised that the retail trade furnish goods to the consumer at lower prices than these mail order houses, when the additional expense is considered. The situation is of such supreme importance that it should receive the most searching investigation and examination and the fullest consideration, and it requires such a permanent commission of experts to perform this service.

Treatment of Manufacturers

Some of the manufacturers treat the wholesale trade and about ninety-five per cent, of the retail trade most unfairly. They sell the large retailer at the same prices as they sell to the wholesale trade, and the rest of the retail trade at a higher figure, overlooking the fact that the smaller retailers distribute by far the greatest volume of their products. The result is that the wholesaler has to sell the small retailer at prices that he cannot compete with his big neighbor, and while a small percentage of the consumers may get an advantage as well as the large retailer, it is ruinous to the average retailer, and to some extent accounts for the large number of failures in the retail trade, while it does not benefit the great body of consumers, and especially the poor class of consumers.

The wholesale trade has no objection to manufacturers distributing their products direct to the retail trade, but they should sell their whole output to the retailer, and treat the retail trade fairly by selling all at the same price. Some manufacturers do this, I believe to advantage, but they cannot do it in the goods handled by the wholesale grocery trade. Manufacturers by the score tell us that they cannot distribute as cheaply as we can, and Mr. Beckett and Mr. Eby will, I believe, be able to convince your committee that such is the case.

An Economic Factor

If the wholesale trade is not an economic factor in the distribution of goods, it should be abolished. If it is, it should not be subjected to the unfair treatment I have outlined. The Wholesale Grocers' Association was organized to obey the law, and to voluntarily enforce as far as possible the observance of just and honorable business methods. The members have never entered into a combination to restrain trade or raise prices. The association has always aimed to improve business facilities, and raise the standard of business morals.

We believe that by associated effort we can achieve the practice of higher ideals in business and elevate the trade to a position where it would merit confidence and respect in the public mind, which its importance and value to the public warrants and demands.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

QUEBEC

The Imperial Dairy, Reg'd, Montreal, has opened a branch business at St. Lambert, Quebec.

V. A. Jolicoeur, bookkeeper for D. Hatton Company, Limited, Montreal, is taking his vacation.

J. W. McConnell, St. Lawrence Sugar Refineries, Ltd., Montreal, has returned from a trip to Great Britain.

A. H. Brittain, president Canadian Fisheries Association, is at present making a tour of the Maritime Provinces.

S. W. Ewing, of S. H. Ewing and Sons, Ltd., Montreal, returned from a trip to the Maritime Provinces.

S. G. Bendon, of the S. G. Bendon Utilities Co., Montreal, is away to the Maritime Provinces and expects to cover all important centres.

E. J. Leveson visited Montreal during the week. Mr. Leveson is president of Leveson's, Limited, Vancouver, and has been making a business tour of Eastern Canada.

Agitation is manifest relative to the erection of a new market on the site of the St. Antoine fish and fruit market. It is claimed that repairs to these premises will not make them adequately satisfactory.

President D. Lorne McGibbon of the Atlantic Sugar Refineries, Ltd., Montreal, is recovering from a rather prolonged spell of eye trouble. Mr. McGibbon hopes to be at his desk again in the near future.

G. W. Stevenson, representing Dastous and Co., Reg'd, general brokerage and commission, Sherbrooke, Quebec, was a caller at the Montreal offices of CANADIAN GROCER on Saturday last.

Press reports seem to have conveyed the impression that a strike in Montreal was imminent among grocery employees. Aside from limited differences, it is evident that conditions are not nearly so serious as they have been pictured.

That their employees may have the advantages of outdoor sport and recreation afforded them, Almy's, Limited, Montreal, have opened a "breathing space" high up on their store at the corner of Bleury and St. Catherine streets, in the way of a roof garden. With a space of 12,000 feet afforded, and protected by a four and a half foot wire fence all around, the 600 employees of the firm have a most spacious playground. J. D. Chesney, general manager, and H. G. Munro, merchandise manager, attended the opening, and music, fortune-telling and tennis were leading features of the first program.

FLOUR COMPANY ASSESSED HEAVY DAMAGES

Montreal, July 7.—The Ogilvie Flour Mills Company, Montreal, was charged in the Supreme Court at Montreal to pay one Achille Leprohon, curator for Marius Leprohon, $4,639.96, and this in addition to $360.04 already paid, for damages arising from an accident to the last-named.

The unfortunate feature of the case arises from the fact that the victim, as a result of the accident, lost his reason —at least this was so ruled by the court, the man having first lost his memory and later his reason, now being confined to an asylum.

CHOCOLATE FIRM HOLDS PICNIC

Montreal, July 7.—The first annual picnic of the employees of the Walter M. Lowney Co. of Canada was held at King Edward Park. A programme of sport in which all participated was thoroughly enjoyed.

IS IT YOUR TAG?

A press dispatch emanating from Riviere Du Loup, Que., reports the catch of a 24-pound salmon taken in a fishery belonging to Z. Langlois, of St. Luce, Rimouski County. To one of the fins of this fish, it is stated, that a silver tag is attached bearing the number "A-982." It is assumed that the fish came from a Government hatchery, but there is still the possibility that the history of the tag would reveal a more interesting and far-reaching connection.

ONTARIO

A large warehouse belonging to the Bridgetown Fruit Co., and situated near the track of the Canadian Northern in the north end of Bridgetown was totally destroyed by fire, together with its contents, which consisted of barrel heads and staves, a portion of the latter being the property of the Banner Fruit Co., also of this town. The loss is estimated at $8,000 with $6,000 insurance.

The Hamilton grocers at their annual picnic on Wednesday next at Wabasso Park, will have Prince Nelson, the great hero of Niagara Falls season, 1896, the world's greatest sensational high-wire aerial gymnast, conqueror of both continents. Besides the men's baseball game a match for the championship of Hamilton between two lady baseball teams. The list of games this year is better than ever, over 30 events, with best prizes ever offered. For the baby show, besides the first, second and third prize, the best pair of twins and heaviest baby, there will be a consolation prize for every baby at the picnic. The 91st band will give a concert afternoon and evening.

REORGANIZATION OF S. F. BOWSER CO., LIMITED

S. F. Bowser Co., Ltd., Toronto, Ont., has just recently reorganized, to operate as a strictly Canadian organization, financed and managed under Canadian control.

S. F. Bowser Co., Ltd., has for a number of years been manufacturing and selling the famous Bowser gasoline and oil pumps, tanks and storage systems, under the control of the parent company at Fort Wayne, Ind., U.S.A. Their Canadian business has grown steadily from year to year, practically their entire Canadian trade being supplied from the Toronto factory.

H. C. Christie, who has been for a number of years connected with the Canadian factory of the Bowser Co., recently as sales manager, has been elected manager, with E. E. Cummings as factory manager. The other officers are: S. F. Bowser, president; S. B. Bechtel, vice-president; H. J. Grosvenor, secretary, and W. G. Zahrt, treasurer.

PROMINENT BISCUIT MANUFACTURER PASSES AWAY

After an illness of only a few days, John Woodhouse, 58 Duke Street, died on Monday of this week at the private patient's pavilion, General Hospital, Toronto, at the advanced age of 84 years.

The late Mr. Woodhouse was a well-known biscuit maker, and until recently was connected with the Christie Brown Co., with whom he had been associated for forty-one years.

He was born at Portadown, Ireland, and came to Toronto from that country in 1863.

Besides his widow he leaves two sons and two daughters.

COURT OF APPEAL AFFIRMS THE JUDGMENT

Dismisses With Costs Action Brought Against the Boeckh Company, Ltd.

It will be recalled that action was brought against the Boeckh Company, Ltd., Toronto, by the Rubber Set Company, to prevent their using the descriptive words "Rubber Set" in connection with their brushes. The Court of Appeal has given judgment in favor of the plaintiffs dismissing the action with costs. The word Rubberset, or the words "Rubber Set," are held to be the only words which accurately and absolutely describe how brushes which have a rubber setting are made, and no person has, nor can have, a monopoly in the use of such word or words.

NEWS FROM WESTERN CANADA

S. Marvin of the staff of the Prince Albert Trading Company has purchased a store at St. Louis.

R. H. Williams & Co., Regina, recently exhibited an attractive window display in the interests of the Canadian Thrift Campaign.

F. W. Smith, Dr. G. M. Bowman, and O. H. Peacock, of Weyburn, were in Regina recently interviewing officials of the Saskatchewan Co-operative Creamery Company relative to the building of a creamery and cold storage plant at Weyburn.

F. W. Smith Ltd. has secured the contract of supplying groceries to the Weyburn General Hospital for the next six months. His tender was market prices for butter, eggs, fruit, vegetables and sugar, and three per cent. above invoice price on other groceries. Although all of the Weyburn grocers tendered, Mr. Smith's figures were the lowest.

F. A. Raymond, provincial secretary of the Saskatchewan Retail Merchants' Association, when addressing a meeting of retail merchants at North Battleford, announced that the association intend to put on a course of lectures and studies on modern merchandising throughout Saskatchewan in November. Frank Stockdale, of Chicago, who visited the province recently and lectured before the annual convention of retail merchants at Regina, has been secured as lecturer in this course. Mr. Raymond, in his address, gave a resume of the work of the association and outlined the various methods undertaken by the association for the protection of the retailer.

Employees of Robinson-MacBean departmental store, Moose Jaw, have formed a Good Fellowship Club to control the social and athletic functions of the store. The organization will have in the neighborhood of 100 members. Following are the officers for the year: Hon. president, W. F. MacBean; hon. vice-president, W. J. Beaton; president, E. P. Fields; vice-president, C. B. Innes; secretary, Miss I. K. Martin; treasurer, H. E. Morphy; executive, Miss Margaret Law, Miss R. Brady, Miss Rhea Baker, Mrs. A. Hamilton, Miss Dorothy Clegg, Miss Ethel Bain, Howard Large, R. A. MacDonald, Geo. Cummings, A. MacCammon, Harry Warner and George Vaniderstein. The new organization lost no time in getting to work, and arranged for a baseball game on the day of organization between two ladies' teams from the employees of the store.

Tresham Andrews, well known in Vancouver, has returned to Canada after three years overseas and will be again associated with Dodwell & Co., Vancouver. Mr. Andrews spent a couple of weeks with friends in Toronto on the way back.

Keep Your Eyes on Your Own Business

Alexander Murdoch, Virden, Man., Points Out That One Man Cannot Take All the Trade of a Town, and That Therefore, It Behooves the Merchant to Go His Own Way

THIS is a story of "sour grapes," or how price wars in the grocery trade were ended in Virden, Manitoba, a few years ago. They have not yet been revived. Alex. (better known to the people of the town as Sandy) Murdoch, a blue-eyed, bustling little Scotsman of 60 years related the incident to a representative of CANADIAN GROCER the other day. He was reminded of it as a result of a discussion over the advisability of price-marking goods placed on display in the window. Sandy did not favor this idea, strongly contending that it afforded too much opportunity for the opposition to undersell him.

Curbing the Price-Cutter

"I remember two or three years ago an incident just of that kind," he said, with a merry twinkle, "and I'll tell you how I put one over on the other fellows, and stopped this throat-cutting business. It was in the fruit season, and we were in the habit at that time of offering basket grapes at three for one dollar. One day one of my competitors filled his window with grapes labelled 'four for one dollar.' It was not long after he had done this that I had a telephone call from another merchant up the street. 'Sandy, he said, do you see what Bill is offering grapes for?' Yes, I said, but why should you pay any attention to him you will have no difficulty in selling the little stock you have at the regular prices.' 'The devil you say, he comes right back, do you think I am going to let that fellow underbid me? Not on your life.'

And so within an hour word was brought to me that this foolish fellow was offering grapes at five baskets for one dollar. Then the original price-cutter raised the ante, and offered six baskets for a dollar. The other fellow did the same, and they let it go at that.

It was right there that I got busy, however. I rounded up several boys and some of my acquaintances and hurried them to both stores to buy up for me all the grapes in sight. They had just about cleaned out the other fellows and given me a corner on grapes when they discovered the game, and bang—the price of grapes rose like a shot to the old figure.

As I had the only stock of grapes for sale in town, and as the canning season was at its height, I had no difficulty in closing out my entire stock at the original figure of three baskets for a dollar, and the best of it all was the news of the coup got out and set the whole town laughing. That taught them both a lesson that they have never since forgotten. There was no more price cutting although it had been going on for years. Just the season before one of these competitors conceived the idea of winning the farmers' trade by paying them for eggs the same rate per dozen for which he sold them over the counter, which was 20 cents. I told him at the time that he would gain nothing as we would all have to do the same thing, but he would not listen to me, and instead made the same arrangement with regard to butter. All summer long we sold at a loss for this man's pig-headedness, one merchant figuring that he had

lost $800 from this source alone. Needless to say the man that inaugurated this policy failed after a year or two.

"The moral of all this is never mind the other fellow. Go ahead with your own business taking a fair profit, and offering an occasional special. You will out. One man cannot take all the trade in town."

NO FEAR IN USING RED RUBBER RINGS

REGINA, Sask., July 7—Regina wholesalers are telling local housewives that they may have no fear in using red rubber rings for preserving jars this season. The canning season has now arrived and many enquiries have been received as to the use of these rings. All of last year's stock of rings which caused considerable trouble owing to their acidy odor have been discarded, and the new rings, whether they are of red color or any other, are in perfectly good shape and entirely safe for use. Considerable quantities of fruit had to be destroyed in this district last year owing to acid odor which attached itself to the fruit. Dealers state that there is no chance of a recurrence of this in future.

A GREAT ABUNDANCE OF SASKATOON BERRIES

REGINA, July 7—There is a great abundance of Saskatoons throughout the prairie districts according to reports received from the rural parts. Saskatoon berries grow on tall bushes, and in flavor and appearance greatly resemble the blueberry. The Saskatoon bushes abound in most lake districts, and the present season has been particularly favorable to their growth, and they are most plentiful. This choice prairie berry is being preserved in great quantities both by the city people and those residing in rural districts. The berry is now ripe and every advantage is being taken by campers and others of the big crop while the season lasts.

Hudson's Bay Co. Opens Cash and Carry Department at Yorkton

Saskatchewan Store Gets Into Competition With Certain Co-operative Activities—How the Plan Was Put Into Operation

WATCH this space. An announcement of interest to the whole community of Yorkton and district will shortly appear in this space.

This announcement occupying a quarter-page space in the issue of the Yorkton Enterprice for May 22, caused considerable speculation and interest in this Central Saskatchewan city. It was calculated to do that very thing. It was the forerunner of an announcement appearing in the next issue of this newspaper, advertising the opening by the ancient and honorable Hudson's Bay Company of a modern "cash and carry" grocery department. Thereby hangs a story.

The company at the present itme has a very excellent grocery department, in fact it has maintained one at this point since the early days when Yorkton was a fur trading post, but events have occurred in recent months to warrant the new development.

Meeting Co-operative Store Competition

In a word the company is offered competition in the grocery line by a large co-operative store which has been opened by the local branch of the Grain Growers' Association. The co-operative store is not so much interested in showing a fair return for the year's efforts as in selling to its members and to the public at large at prices that will meet expenses, hence the situation called for a competitive grocery store in which overhead expenses were limited to a last degree.

The cash and carry store offered the best solution for the Hudson's Bay Co. and Manager M. H. Louth began to make his plans.

The company's store is located on the main corner of the town, and is handsomely finished in cream terra cotta. At its rear, with a door opening onto a side street, is located a room 25x15 feet in size, which was formerly used for the reception and unpacking of incoming goods. It was this room that Mr. Louth decided to convert into the new grocery. In co-operation with V. H. Cutting, three months out from New Hampshire, and manager of the grocery department, he proceeded to work out a basis upon which goods could be sold at an attractive price, taking into consideration the low cost of handling them, and then immediately began to stock his shelves in systematic order, placing price cards with each line.

Finding the Fixtures

Some old stands resurrected from the basement were pressed into use for the display of fresh fruits and sacks of flour at the left of the entrance. Canned goods and package goods of every description were especially featured.

A detailed inventory of the new stock was made in order to check up results, and Mr. Louth announced that there would be a friendly if keen competition between this and the main grocery department of the store. It was decided that because of the compact space of the cash and carry store it would not be necessary to have customers carry a basket and make their own selections. Instead the goods will be sold off the counter with one clerk in charge at the start.

The store opened on June 2, after the papers had contained an announcement of the values to be offered, and business began with a rush. The result of this experiment in a country town is being closely watched by merchants in other communities.

HEAVY SHIPMENT OF BUTTER TO VANCOUVER

Regina, July 7.—Estevan Creamery shipped 22,000 pounds of butter to Vancouver in one shipment recently, valued at more than $11,000. Several carloads have gone forward within the past few months, and the demand for Saskatchewan butter at the coast is increasing. So rapid has been the increase of business at the Souris Valley Creamery at Estevan that although the capacity has been doubled since it was established Mr. Greudeen, the manager, states that he contemplates making another addition to the building this fall, which will double its present size. The turnover of the creamery is very large in the busy season, payments to farmers amounting to from $1,000 to $1,500.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

CONTINUED strength marks the grocery markets throughout the Dominion, and while price changes are few during the past week, the tendency is generally upward. Sugar supplies are being heavily drawn upon, but a shortage during the busy season is not likely. Prices for the most part are firm, with advances prevailing where changes are noted.

TORONTO—Trade in general grocery lines is very active on the Toronto market, prices holding at very strong levels, and in many cases the tendency is upward rather than downward. Wholesalers, however, state that they never saw business so good as it is just now. The movement in all staple goods is very heavy. There does not promise to be any shortage of sugar this summer, although heavy demands are being made on supplies. Some of the refineries are behind in deliveries, but there is no shortage of raws. Prices are very firm, but dealers do not look for any advance. Teas and coffees continue to show firmness. Coffees on spot are a cent per pound higher this week. Record figures have been reached in future trading, and the likelihood is that the market will get stronger instead of weaker. The possibility of new markets from Germany and Austria is having a stimulating influence. Teas are very high at primary points, and new buying is at figures as high as quotations on spot. The market in rices is as strong as ever, although no changes are shown in prices this week. Supplies are very light among the dealers, and stocks are of rather poor quality. There is little hope of an early improvement.

All canned goods are selling well, salmon being in particularly heavy demand. Prices are firm. Canned vegetables and fruits are pretty well cleaned up. The new pack of peas should be available shortly, but prices have not as yet been named on them. Dried fruits are light in supply, and the demand is not quite so heavy as a few weeks ago. New fruits and vegetables are selling briskly, and are arriving in plentiful quantities. Strawberries are almost through and raspberries are coming forward in fairly heavy shipments.

In produce and provision lines, prices rule firm to stronger. Hams and bacon are steady, while fresh meats are holding at firm figures. Cooked meats again show advances of from two to three cents per pound. There continues a very heavy demand for the same. Butter is firm, and eggs are slightly higher.

WINNIPEG—The culmination of the strike has not brought the expected downward tendency in prices into line with Eastern and United States markets. Instead, the tendency seems to be ever upward. Fruit jars and lantern globes have advanced this week. Hot weather has resulted in a sharp advance in lemons. Crisco is up $1.50 per case. Canned goods are almost impossible to obtain at first hand and dried fruits are being rapidly cleaned up. Coffee has reached the highest level and the tea market has a strong upward tendency. Cereals have advanced, though flour and feeds are steady.

MONTREAL—Prices steadily show a decided tendency to increase and this week is no exception in its quota of revised, higher quotations. Cotton rope, bed cord and twines are advanced 3c per pound. More varieties of soaps are changed, and this means increases. Carnation milk has been advanced in price. Hops, rosin, raw crystal sugars are all up in price. In the grain market there has been a manifest increase and the undertone at this writing is particularly strong. Among the items that show a great deal of firmness rice is prominent and there are likely to be increases still in this market. Nuts are firm and such dried fruits as are available. Canned goods are steadily held. Maple sugar and syrup are firming in price. Cream of tartar is very scarce and high. The flour market is dull and millers are reporting little business. New honey has arrived on the market.

Declines are made for extracts, vegetables and fruits are ruling with an easier tone, but are still high.

QUEBEC MARKETS

MONTREAL, July 8—There is a considerable movement of supplies to the trade these days and while mid-summer conditions are always quieter there has been little complaint as to lack of orders. A number of advances and one or two declines have been made.

Cords and Twines Are Marked Up

Montreal.

CORDS, TWINES. — Advances are made for bed cord. The 30 foot size cotton are up to $2.40 from $2.35; 40 ft., $2.75 to $2.90; 50 ft., $4 to $4.20; and 60 ft., $4.80 to $5. Cotton twine is advanced 3c per lb. Two ply is priced at 65c, and 4 ply at 68c. Cotton rope also is marked up 3c per lb. to 66c for 3-16 and to 65c for other sizes.

Extracts Are Less; More Soap Advances

Montreal.

EXTRACTS, SOAPS.—Decreases are in effect for many of the flavoring extracts. The 16 oz. sizes are reduced from $12 to $11.25 per doz.; 8 oz., $7 to $6, and 2½ oz., $2.40 to $2.25.

Pearline prices are advanced as follows: 12 oz., $5 to $5.75; 24 oz. $5 to $5.65; 60 oz., $6 to $6.85. Lever castile soap is up to $6.15 per case, an advance of 20c.

Milk Makes Advance; Hops Are Higher

Montreal.

MILK, HOPS.—Owing to the price of containers, it is stated, the quotations on Carnation evaporated milk have been revised. This provides for an increase to $7 of the "tall" size—a 25c increase, and a 60c advance for the "baby" size to $6.35.

Pressed hops advanced in one quarter ten cents per lb. to 42c.

Rosin is Higher; Raw Crystal Sugar

Montreal.

ROSIN, CRYSTAL SUGAR.—An advance is made in the price of "G" rosin. This is 2c per lb. and the new price 8c. White has also advanced from 8c to 10c. Raw Demarara crystals are up half a cent per lb. to 9c.

Wide Distribution of Refined Sugar

Montreal.

SUGAR.—In spite of the rumors that have been circulated that there is a shortage of sugar, the refiners are making a wide distribution of supplies and all are getting what they require, seemingly. It does happen that orders filled have, in some cases, been cut down by the jobbers. The season is a very active one and an immense tonnage is put out every week. The basis is steadily firm.

Atlantic Sugar Company, extra granulated sugars, 100 lbs.	9 95
Acadia Sugar Refinery, extra granulated	9 95
St. Lawrence Sugar Refinery	9 95
Canada Sugar Refinery	9 95
Dominion Sugar Co., Ltd., crystal granulated	9 95
Icing, barrels	10 15- 10 40
Icing (25-lb. boxes)	10 55- 10 70
Icing (50-lb. boxes)	10 35- 10 50
Do., 1-lb.	- 11 05
Yellow, No. 1	9 75- 9 55
Yellow, No. 2 (Golden)	9 45- 9 55
Yellow, No. 3	9 35- 9 45
Powdered, barrels	10 05- 10 20
Powdered, 50s	10 15- 10 50
Powdered, 25s	10 35- 10 60
Cubes and Dice (asst tea), 100-lb. bxs	10 55- 10 65
Do., 50-lb. boxes	10 65- 10 75
Do., 25-lb. boxes	18 85- 10 95
Do., 2-lb. pack.	11 95- 12 05
Paris lumps, barrels	- 10 55
Paris lumps (100 lbs.)	- 10 65
Paris lumps (50-lb. boxes)	- 10 75
Paris lumps (25-lb. boxes)	- 10 95
Paris lumps (cartons, 5-lb.)	- 11 70
Do., (cartons, 2-lb.)	- 12 45
Crystal diamonds, barrels	- 10 55
Crystal diamonds (boxes 100 lbs.)	- 10 65
Crystal diamonds (50-lb. boxes)	- 10 75
Crystal diamonds (25-lb. boxes)	- 10 95

Orders Are Filled For Canned Goods

Montreal.

CANNED GOODS.—There is still a certain amount of export demand for canned vegetables and fruits, it is said, and yet the somewhat smaller offerings all around have made it more difficult to take on business. The domestic demand is small, but seasonable, and stocks are considered light, excepting, perhaps, one or two sizes of tomatoes.

Canned Fruits—		
Apples, 2½s, doz.	1 40	1 65
Do., 3s, doz.	1 80	1 95
Do., gallons, doz.	....	5 25
Blueberries, 2s	....	2 40
Currants, black, 2s, doz.	....	4 00
Do., gallons, doz.	....	13 00
Cherries, red, pitted, doz.	2 90	3 20
Gooseberries, 2s, doz.	....	3 00
Do., 2s (pails)	2 77½	2 80
Peaches, 20 oz., doz.	....	....
Do., No. 2	2 80	3 00
Do., 2½ (best)	3 75	4 00
Pears, 2s	2 50	2 90
Do., 2½s	....	3 25
Do., 2s (light syrup)	....	1 90
Pineapples (grated and sliced), 2s	....	3 60
Do., 2½s	....	4 50
Plums—Lombard	2 00	2 20
Gages, Green, 2s	....	2 45
Do. (light syrup, 2s	....	2 00
Raspberries, 2s	4 00	4 25
Do., 2½s	....	2 60
Strawberry, 2s	....	4 50
Canned Vegetables—		
Asparagus (Amer.) mammoth green, doz.	....	5 75
Asparagus, imported (2½s)	4 85	5 25
Beans, Golden Wax	1 95	2 00
Beans, Refugee	....	1 75
Beets, new sliced, 2-lb.	....	0 95
Corn (2s)	2 10	2 35
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 25	7 50
Spinach, 3s	....	2 85
Spinach, California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Tomatoes, 1s	0 95	1 00
Tomatoes, 2s	....	1 50
Tomatoes, 2½s	....	2 10
Tomatoes, 3s	1,95	2 10
Tomatoes, gallons	6 00	7 02½
Pumpkin, 2½'s (doz.)	....	1 10
Pumpkins, gallons (doz.)	....	3 25
Peas, standards	1 45	1 50
Peas, early June	1 60	1 62½
Peas, extra fine, 2s	2 30	2 35
Do., fancy, 20 oz.	....	1 57½
Potatoes, Can. sweet, 2½-lb tins	....	....
Do., 2-lb. tins	....	2 75
Olives (in bls, 49 wine gals.), gal.	....	1 35
Canned Fish—		
Salmon—		
Chums, 1-lb. talls	....	1 90
Do., ½s, flat	....	1 00
1 lb. talls, cases 4 doz., per doz.	4 50	4 80
Pinks, 1-lb. flat	....	2 25
Pinks, 1-lb. talls	2 60	2 75
Pale, ½-lb., doz.	....	1 37½
Pale, 1 lb., doz.	....	2 37½
Pinks, ½-lb., doz.	....	1 62½
Cohoes, 1-lb. talls	....	3 75
Cohoes, 1-lb. flats	....	2 25
Cohoes, ½ lbs., flat	....	1 75
Red Springs, 1-lb. talls	4 00	4 60
Red Springs, ½ lb.	....	2 45
White Springs (1s)	....	2 30
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	....	2 25
Labrador salmon, 1-lb. flat	....	3 60
Pilchards, 1-lb. talls	1 90	2 00
Whale Steak, 1-lb. flat	....	1 90
Herrings, kippers, dz. (4 dz. case)	....	2 25
Herrings (tomato sauce), doz.	2 25	2 50
Haddies (lunch) (½-lb.)	....	1 00
Haddies, chicken (4 doz. to case), doz.	2 25	2 35
Canadian sardines (case)	6 25	6 75
Norwegian sardines, per case of 100 (¼s)	....	25 00
Oysters (Canned)—		
5 oz., doz.	....	2 60
10 oz., doz.	....	4 20
Lobsters, ¼-lb., doz.	....	3 25
Do., ½-lb. tins, doz.	....	5 10
Do., 1-lb. talls	....	8 25
Do., ¾-lb., doz.	....	6 00
Do., 1-lb. flats	....	8 25
Lobster paste, ½-lb. tins	....	3 50
Sardines (Amer. Norweg'n style)	....	14 50
Sardines (gen. Norwegian)	....	25 00
Sardines—Canadian brands (as to quality), case	6 25	17 50
Sardines, French	....	32 00
Scallops, 1-lb., doz.	....	3 25
Do., Eastern trade	....	2 65
Do., Winnipeg and Western	....	2 85
Scotch Snack, No. 2, doz.	....	4 50
Shrimps, No. 1	2 25	2 50
Crabs, No. 1 (cs 4 doz.)	....	6 75
Crab meat (Japanese), doz.	....	6 50
Clams (river) (1 lb.), doz.	....	1 90
Scotch Snack, No. 1, dz., Montreal	....	2 50

Best Grade Beans The Big Sellers

Montreal.

BEANS, PEAS.—It is worthy of note that the better grades of hand-picked beans are the biggest sellers. The market is decidedly firm for these and it is very remarkable that such a changed condition could have come about in the way of reduction of supplies. For, as was pointed out some months ago, the surplus was a very large one. Export and domestic sales have taken immense quantities into actual use.

Canadian, hand-picked, bush.	5 00	5 60
British Columbia	....	5 00
Brown Beans	3 50	4 00
Japanese	4 50	4 60
Yellow Eyes	....	5 50
Lima, per lb. (as to quality)	0 10	0 12
Kidney beans	6 00	6 50
Peas, white soup, per bushel	3 25	3 50
Peas, split, new crop (98 lbs.)	....	6 50
Peas (blue)	0 08	0 09

Some Foreign Nuts Soon Expected

Montreal.

NUTS.—Peanuts are big sellers. A supply of Japanese variety is looked for in the near future and nuts from here are reported to be of good grade. General strength of undertone is manifest on the different varieties and with a good selling market in the States, supplies have not been long held without good offers being made.

Almonds, per lb.	....	0 23
Almonds (shelled)	0 55	0 56
Almonds (Jordan)	....	0 70
Brazil nuts (new)	....	0 20
Brazil nuts (med.)	0 15	0 17
Filberts (Sicily), per lb.	0 27	0 30
Filberts, Barcelona	....	0 31
Hickory nuts (large and small), lb.	0 10	0 15
Pecans (new Jumbo), per lb.	0 32	0 35

Jumbo	0 19	0 20
Fancy	0 16	0 17
Extras	0 12	0 14
Shelled, No. 1, Spanish	0 19	0 20
Salted Spanish, per lb.	0 25	0 26
Shelled, No. 1 Virginia	0 15	0 15½
Do., No. 2	....	0 14
Peanuts (salted)—		
Fancy wholes, per lb.	....	0 38
Fancy splits, per lb.	....	0 33
Pecans (new Jumbo), per lb.	0 32	0 35
Pecans, large, No. 2, polished	0 32	0 35
Pecans, New Orleans, No. 2	0 21	0 24
Pecans "paper shell," extra large Jumbo	....	0 60
Walnuts (Grenoble)	0 29	0 35
Walnuts (new Naples)	0 23	0 25
Walnuts (shelled)	0 78	0 80
Walnuts (Spanish)	0 30	0 33

Note—Jobbers sometimes make an added charge to above prices for broken lots.

Orange	....	0 37
Cut mixed (1-lb. cartons), doz.	4 10	4 80
In 36 1s, case	....	12 75
Cut, 10-lb. boxes (lb.)	....	0 48

New Prices Higher On Dried Fruits

Montreal.

DRIED FRUITS. — Importers still await various prices for the present season's dried fruit crops. It is apparent that there will be still higher quotations on the various lines, prunes, apricots, peaches and raisins, all tending to advance. The local stocks are becoming quite exhausted on many lines.

Apricots		
Slabs	....	0 25
Apples (evaporated)	....	0 22
Peaches (fancy)	....	0 27
Faced	0 19	0 20
Choice	0 20	0 24
Extra choice	0 21	0 24
12 oz., per pkge.	0 16	0 18
Pears	....	0 25
Drained Peels (old)—		
Citron	....	0 45
Lemon	....	0 36
Raisins—		
Bulk, 25-lb. boxes, lb.	0 18	0 20
Cal. seedless, cartons, 16 oz.	0 17	0 19
Choice seeded, 12 oz.	....	0 12
Fancy seeded, 16 oz. pkge.	....	0 14
15 oz.	....	0 17
11 oz.	....	0 13
Choice seeded, 15 oz.	....	0 16
Seedless, 11 oz. pkge.	....	0 14
Currants, old pack., 15 oz.	0 27½	0 28
Dates, Excelsior, per case (36-10s)	....	6 50
Do., Dromedary (36-10 oz.)	....	7 75
Packages only, Excelsior	....	0 20
Packages only	0 19	0 20
Do., Dromedary	....	0 22
Figs (layer), 10-lb. boxes	2 60	3 00
Figs, white (70 4-oz. bxs)	....	5 40
Do., (28 8-oz. bxs)	....	3 50
Do., (12 10-oz. bxs)	....	2 20
Figs (cooking), 50-lb. boxes, lb.	....	0 16
Prunes—		
(25-lb. boxes)—		
30-40s	....	0 32
60-70s	....	0 25
70-80s (25-lb. box)	....	0 22
80-90s	....	0 19
90-100s	0 15	0 17
100-120s	....	0 14

A Soaring Market Obtains For Rice

Montreal.

RICE, TAPIOCA.—An ever rising rice market is probable, with present conditions prevailing. It is stated that from 13c to 14c per lb. has been paid in the City of New York for Siam grades and there is an apparent demand there for good rice in large quantities. Local markets are very firm indeed and there has been quite a seasonable distribution.

Ice Drips—Japan (per 100 lbs.)	....	13 60
Carolina	....	15 00
Honduras	....	15 00
Siam, No. 2	....	9 75
Siam (fancy)	11 00	11 75
Rangoon "B"	10 75	11 00
Rangoon CC	10 50	10 75
Mandarin	....	11 75
Pakling	....	11 00
Tapioca, per lb. (seed)	....	0 12
Tapioca, per lb. (seed)	0 12	0 12½
Tapioca (pearl)	0 12	0 12½

Some New Honey; Maple Syrup High

Montreal.

MAPLE PRODUCTS, HONEY. — A steadily high price basis is obtaining in this market for maple products. Buyers seem willing to pay the price when supplies are wanted and some large orders have been filled for sugar. The probability is that there will be advances still. Honey of new production has already been offered in this market but in only limited quantities. Buckwheat grades in 6 lb. tins are offered at 19s. and 20c. per lb.

Maple Syrup—		
13½-lb. tins (each) (nominal)	2 50	2 60
10-lb. cans, 6 in case, per case.	....	20 15
5-lb. cans, 12 in case, per case.	....	21 05
2½-lb. cans, 24 in case, per case	....	21 30
Maple Sugar (nominal), small lots	0 27	0 30
Cases, 48 blocks (case)	....	4 30
Honey, Clover—		
Comb (fancy)	....	0 30
Comb (No. 1)	....	0 28
In tins, 60 lbs., per lb.	....	0 26
30-lb pails	....	0 27
10-lb. pails	....	0 28
5-lb. pails	....	0 28
Buckwheat, 6-lb. tins., lb.	0 19	0 20

High-priced Corn Makes Syrup Firmer

Montreal.

MOLASSES AND SYRUPS — It is only the somewhat restricted demand that keeps actual advances off in corn syrups, for the price of corn has passed all bounds. There is fairly large sale, however, for white corn syrup. The basis on both lines is a strictly firm one.

Molasses sales are not heavy now, but a rather scarce supply is said to be available here. The undertone is steadily firm but unchanged.

Corn Syrups—		
Barrels, about 700 lbs., per lb.	....	0 07¾
Half bbls.	....	0 08
Kegs	....	0 08¼
2-lb. tins, 2 doz. in case, case	....	5 15
5-lb. tins, 1 doz. in case, case	....	5 75
Corn Syrup—		
10-lb. tins, ½ doz. in case, case	....	5 45
20-lb. tins, ¼ doz. in case, case	....	5 40
2-gal. 25-lb. pails, each	....	2 45
3-gal. 38½-lb. pails, each	....	3 65
5-gal. 65-lb. pails, each	....	5 90
White Corn Syrup—		
2-lb. tins, 2 doz. in case, case	....	5 65
5-lb. tins, 1 doz. in case, case	....	6 25
10-lb. tins, ½ doz. in case, case	....	5 95
20-lb. tins, ¼ doz. in case, case	....	5 90
Cane Syrup (Crystal) Diamond—		
2-lb. tins, 2 doz. in case, per case	....	7 00
Barrels, per 100 lbs.	....	9 75
Half barrels, per 100 lbs.	....	10 00
Glucose, 5-lb. cans (case)	....	4 80

Barbadoes Molasses—	Prices for Island of	Montreal
Puncheons	0 98	1 03
Barrels	1 01	1 06
Half barrels	1 03	1 08
Antigua Molasses—		
Puncheons	....	0 95
Barrels	....	0 98

Note—Prices on molasses to outside points average about 3c per gallon less.

Cream Tartar Scarce; Active Spice Sales

Montreal.

SPICES.—Much business is being done these days in spice and kindred lines. There is quite a steady condition and the one line showing great scarcity is that of cream of tartar. The basis of all lines is held without change.

Allspice	0 20	0 22
Cassia (pure	0 32	0 35
Cinnamon—		
Rolls	....	0 35
Pure ground	0 35	0 40
Cloves	0 45	0 55
Cream of tartar (French pure)	0 75	0 80
American high test	0 80	0 85
Ginger	0 28	0 38
Ginger (Cochin or Jamaica)	....	0 30
Mace	0 80	1 00
Mixed spice	0 30	0 32
Nutmegs, whole	0 60	0 70
Do., ground	0 60	0 65
Pepper, black	0 38	0 40
Pepper, white	0 45	0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 27
Paprika	0 65	0 70
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	....	1 30
Cardamon seed, per lb., bulk	....	2 00
Carraway (nominal)	0 75	0 80
Cinnamon, China, lb.	....	0 30
Cinnamon, per lb.	....	0 35
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Shredded occoanut, in pails	0 21	0 28
Pimento, whole	0 20	0 22

For spices packed in cartons add 3½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

No Tea Reduction; Advances To Come

Montreal.

TEA.—Advances will come, in all probability, for better grades of tea, as soon as the present stocks are more fully absorbed. That is to say, new importations of 1919 teas will have cost much more money when they arrive and the prices to the trade will necessarily be higher than at present. Black teas are particularly firm.

Pekoe, Souchongs, per lb.	0 45	0 47
Pekoes, per lb.	0 49	0
Orange Pekoes	0 53	0 55
Japan Teas—		
Choice (to medium)	0 65	0 75
Early picking	0 65	0 70
Javas—		
Pekoes	0 39	0 41
Orange Pekoes	0 44	0 47
Broken Orange Pekoes	0 40	0 43

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Coffee is a Seller; Cocoa Holds Still

Montreal.

COFFEE, COCOA. — Considerable business continues to be done in coffees and the better grades are large sellers. A strong local market obtains and there is no promise of reduction being made at this time. Some reports have indicated that Santos crops were likely to be short this year, although these have been quite widely discounted in trade circles. There is ample coffee in sight for the country's needs, it is stated.

Cocoa market is strong and quiet.

Coffee—		
Bogotas, lb.	0 41	0 44
Jamaica, lb.	0 36	0 39
Maracaibo, lb.	0 38	0 40
Mocha (types)	0 40	0 43
Mexican, lb.	0 40	0 42
Rio, lb.	0 35	0 37
Santos, Bourbon, lb.	0 41	0 42
Santos, lb.	0 40	0 42
Cocoa—		
In 1-lb., per doz.	....	4 60
In ½-lbs., per doz.	....	2 45
In ¼-lbs., per doz.	....	1 35
In 10s size, per dozen	....	0 95

Cereal List Holds; Moderate Business

Montreal.

CEREALS.—The amount of business in this market for standard cereals is not large at present and this condition

may continue for some little time. There is continued strength to the various lines and rolled oats and cornmeal are fully maintained.

Self-raising Flour—		
3-lb. pkgs., doz.	....	**2 90**
6-lb. pkgs., doz.	....	**5 70**
Cornmeal, Gold Dust	5 25	**5 50**
Barley, pearl	5 75	**6 00**
Barley, Pot, 98 lbs.	5 00	**5 25**
Barley (roasted)	....	**7 50**
Buckwheat flour, 98 lbs.	5 50	**6 00**
Cornflour, white	5 00	**5 25**
Rice flour	8 75	**9 00**
Hominy grits, 98 lbs.	5 75	**6 00**
Hominy, pearl, 98 lbs.	....	**6 50**
Graham flour	5 75	**5 90**
Oatmeal (standard-granulated and fine)	4 75	**5 10**
Oatmeal (packages) fine cut	....	**5 70**
Peas, Canadian, boiling, bush.	4 00	**5 50**
Split peas (per 98 lbs.)	6 00	**6 50**
Rolled oats, 90-lb. bags	4 40	4 75
Rolled oats (family pack.), case	....	**5 60**
Rolled oats (small size), case	....	**2 00**
Oat Flakes (case 20 pkgs.)	....	**5 10**
Rolled wheat (100-lb. bbls.)	7 10	**8 00**
Porridge Wheat—		
Packages, 36 in case	....	**6 00**
Packages, 20 in case (family pack.)	....	**5 80**
Tapioca flour, lb.	0 15	**0 16**

Millers Not Sure of Required Wheat

Montreal.

FLOUR.—In view of the fact that there has been a commandeering of wheat in the country, in a modified way, millers are not sure of such supplies as they may, from time to time, require. The necessary supplies for Government export account to Greece are apparently secured under the recent Government move. In the meantime the milling interests have but a restricted supply of wheat and operations are slow. The export orders are practically completed now. Winter wheat flours are particularly strong and firm.

Standard Wheat Flours—		
Straight or mixed cars, 50,000 lbs. on track, per bbl., in (2) jute bags, 98 lbs.	....	**11 00**
Per bl., in (2 cotton bags, 98 lbs.	....	**11 15**
Small lots, per bbl. (2) jute bags, 98 lbs.	....	**11 30**
Winter wheat flour (bbl.)	11 00	11 50

Feed Buyers Few; Prices Not Changed

Montreal.

FEEDS.—Changes have been entirely absent in the situation this week. There has been some sale for shorts, but even this line is quieter. Bran and special feeds, as well as shorts, are not revised in any way.

Feeds—		
Shorts—		
Mixed cars	....	44 25
Bran—		
Mixed cars	42 00	42 25
Crushed oats	56 00	64 00
Barley chop	56 00	65 00
Special, middlings	....	56 00
Feed flour (98 lbs. sack)	3 50	3 75
Gluten Feed (22% Protein)—		
F.O.B. Cardinal	....	54 00
F.O.B. Fort William	....	50 00

Grains Stronger; But Hay Quieter

Montreal.

GRAINS AND HAY.—Revisions have been made this week in grain prices, prices advancing one and a half to three cents on oats, and 2½c to 7c per bushel on barley. The undertone is strong, and there is considerable movement.

Hay markets are very quiet and sales few. The new crop is a heavy one and of excellent quality. Prices ought to be lower, but much will depend upon the demand from outside. If this is heavy prices may remain high.

Good, No. 1, per 2,000-lb. ton	....	30 00
Do., No. 2	....	27 00
Do., No. 3	....	25 00
Straw	....	11 00
Oats—		
No. 2 C.W. (34 lbs.)	....	0 91
No. 3 C.W.	....	0 88½
Extra feed	....	0 88½
No. 1 feed	....	0 87½
No. 2 feed	....	0 81½
Barley—		
No. 3 extra	....	1 42½
No. 3	....	1 43
No. 2	....	1 44

Note—These prices are at elevator and bags and bagging are not included.

Fruits Plentiful And Better Basis

Montreal.

FRUITS.—Prices on new fruits are somewhat easier as the supply improves. There is still a high price schedule on berries, new crop raspberries bringing around 30-35c per box. These ought to be much lower within the next couple of weeks. New peaches, apricots and plums are arriving in larger supply.

Apples—		
In boxes, per box	....	5 50
Apricots, box	....	3 25
Bananas (as to grade), bunch	5 00	6 75
Cherries (California), box	....	4 50
Cocoanuts, bag	....	9 00
Canteloupes (size 35-45)	....	5 50
Grapefruit (fancy Porto Rico)	4 50	**5 50**
Lemons, Messina	....	7 00
Watermelons, each	0 50	1 00
Pears, Cal., eating, small box	....	**4 00**
Pears, California (110 size)	....	**5 50**
Peaches, Cal. (box)	....	2 75
Plums, box	....	4 00
Oranges, Porto Rico	4 50	**5 00**
Oranges, Cal., Valencias	....	4 25
Do., 150	....	4 50
Do., 176	....	5 00
Do., 200-216	....	5 00
Blood oranges	....	4 50
Pineapples (24s to 26s)	7 00	8 50
Raspberries (per basket)	0 30	0 35
Strawberries, large	0 20	0 25
Do. (Montreal)	0 15	0 20

Peas and Beans On Lower Basis

Montreal.

VEGETABLES.—New green peas and beans of green and butter varieties are coming to hand freely and the price basis is lower. New beets, turnips and carrots are more plentiful, but still very high in price. These should be much less within a week. There has been an active demand and wide distribution.

Beans, new string, Montreal, 20-lb. bag	....	2 00
Beets, new, doz. (Montreal)	....	1 00
Cucumbers, Florida (basket)	....	5 00
Do., Montreal, doz.	....	1 25
Chickory, doz.	....	3 00
Cauliflower (Montreal), doz.	....	2 50
Cabbage, new, crate	4 50	5 50
Cabbage (Montreal), doz.	1 50	1 75
Carrots (new), doz.	....	1 00
Celery, doz.	....	1 50
Horseradish, lb.	....	**0 20**
Lettuce (curly), box	....	0 15
Lettuce (Montreal), head	....	0 50
Leeks	....	2 00
Mint	....	0 15
Mushrooms, lb.	....	**1 75**
Basket (about 3 lbs.)	....	**4 00**
Onions, Texas, crate	....	5 00
Do., Red (bunches), doz.	....	1 50
Parsnips, bag	....	**2 50**
Parsley (Canadian)	....	0 50
Peas (Montreal), bag	1 75	2 00
Potatoes, Montreal (90-lb. bag)	....	1 25
Potatoes (New Brunswick), bag	....	1 40
Potatoes (new), Florida (per bbl.)	4 00	7 00
Radishes, doz.	....	0 20
Rhubarb, doz.	....	0 25
Spinach, box	....	0 75
Turnips, Quebec	....	3 00
Do., new, doz.	....	1 00
Tomatoes, Mississippi flats (4 bas.)	....	2 25
Do., hothouse, lb.	....	0 35

ONTARIO MARKETS

TORONTO, July 11—There is a very heavy demand for practically all classes of groceries. The movement is the most active just now for some time past. Price changes in general commodities are not numerous this week. Sugar is in big demand, but prices are unchanged. Coffees have advanced a cent per pound. Canned goods are active, but dried fruits have been pretty well cleaned up.

Sugar Inquiry is Very Heavy

Toronto.

SUGAR.—There is a very heavy demand for sugar just now, which is likely to continue throughout the Summer months. Supplies are fairly ample, and sufficient for all requirements. There is not likely to be any shortage, although some refineries are behind in their deliveries. Prices are firm at unchanged figures.

St. Lawrence, extra granulated	10 16
Atlantic, extra granulated	10 16
Acadia Sugar Refinery, extra granulated	10 16
Can. Sugar Refinery, extra granulated	10 16
Dom. Sugar Refinery, extra granulated	10 16

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis; 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies, 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2s, 55c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 70c. Yellows same as above.

Molasses and Syrups Steady

Toronto.

MOLASSES, SYRUPS.—There is the usual summer dullness in molasses and syrups, the movement in the same being a bit slow. Prices are steady, showing no changes as compared with a week ago.

Corn Syrups—		
Barrels, about 700 lbs., yellow, per lb.	....	$0 07¾
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case	....	5 65
Cases, 5-lb. tins, white, 1 doz. in case	....	6 25
Cases, 10-lb. tins, white, ½ doz. in case	....	5 95
Cases, 2-lb. tins, yellow, 2 doz. in case	....	5 15
Cases, 5-lb. tins, yellow, 1 doz. in case	....	5 55
Cases, 10-lb. tins, yellow, ½ dz. in case	....	5 45
Cane Syrups—		
Barrels and half barrels, lb.	0 08	....
Half barrels, ¼c over bbls.; ¼ bbls., ½c over		
Cases, 2-lb. tins, 2 doz. in case	....	7 00

Molasses—		
Fancy, Barbadoes, barrels	1 10	1 15
Choice Barbadoes, barrels	....	1 00
West India, bbls., gal.	....	0 44
West India, No. 10, kegs	....	6 50
West India, No. 5, kegs	....	3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	4 90
Tins, 3-lb. table grade, case 2 doz., Barbadoes	....	6 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	5 30
Tins, 10-lb., ½ doz. to case, Barbadoes	....	5 20
Tins, No. 2, baking grade, case 2 doz.	3 50	4 00
Tins, No. 3, baking grade, case or 2 doz.	4 70	6 50
Tins, No. 5, baking grade, case of 1 doz.	3 75	6 20
Tins, No. 10, baking grade, case of ½ doz.	3 60	6 00
West Indies, 1½s, 48s	4 60	6 95

Package Goods Firm; Demand is Fair

Toronto.

PACKAGE GOODS.—Prices on all package goods are very firm at the present time. There is not as heavy demand for these goods during the Summer months as at other times of the year, but the movement just now is moderately active. No changes are reported in quotations but the market is strong at present levels.

PACKAGE GOODS

Rolled Oats, 20s round, case	....	$5 60
Do., Do., 20s square, case	5 10	5 60
Do., Do., 36s, case	....	4 00
Do., Do., 18s, case	....	2 00
Corn Flakes, 36s case	3 60	4 25
Shredded Wheat, 36s, regular, case	....	4 50
Porridge Wheat, 36s, regular, case	....	6 00
Do., Do., 20s, family, case	....	5 80
Cooker Package Peas, 36s, case	....	3 60
West Indies, 1½s, 48s	4 60	6 95
Cornstarch, No. 1, lb. cartons	0 11	0 11¼
Do., No. 2, lb. cartons	....	0 09¾
Laundry starch	....	0 09½
Laundry Starch, in 1-lb. cartons	....	0 11½
Do., Do., in 6-lb. tin canisters	....	0 12¾
Do., Do., in 6-lb. wood boxes	....	0 12¾
Potato Flour, in 1-lb. pkgs.	....	0 16
Fine oatmeal, 20s	....	5 60
Cornmeal, 24s	....	3 65
Farina, 24s	....	2 35
Barley, 24s	....	2 35

Rices Continue Very Strong

Toronto.

RICES.—The market for rices continues at strong figures, and the situation shows no improvement as regards supplies. The market is almost bare of rices, and the stocks in the hands of the dealers here are at a very low ebb. Any rice now available is of very poor quality. There is no hope for an early improvement of the situation, as there are no Japanese rices coming on the market, and the American rices too are not being offered.

Texas, fancy, per 100 lbs.	15 50	16 50
Blue Rose, Texas, per 100 lbs.	15 00	16 00
Honduras, fancy, per 100 lbs.	15 00	15 50
Siam, fancy, per 100 lbs.	11 50	12 00
Siam, second, per 100 lbs.	12 00	12 50
Japans, fancy, per 100 lbs.	14 00	15 50
Do., seconds, per 100 lbs.	13 00	14 00
Chinese XX, per 100 lbs.	....	14 00
Do., Simiu	15 00	16 00
Do., Mujin, No. 1	....	13 50
Do., Pakling	....	12 00
White Sago	0 13	0 13½
Tapioca, per lb.	0 13	0 13½

Market is Strong in All Teas

Toronto.

TEAS.—The market continues strong in all teas, but quotations to the trade are unchanged. It is the position of the primary markets that is strong, and new quotations on Ceylon teas are inclined to be high, advancing from week to week. Prices to the trade on tea now being purchased will be higher than values now ruling.

Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 50
Broken Pekoes	0 56	0 58
Orange Pekoes	0 58	0 60
Broken Orange Pekoes	0 60	0 62
Javas—		
Second pickings	0 48	0 50
Broken Pekoes	0 40	0 45
Japans and Chinas—		
Hyson Thirds, lb.	....	0 45
Early pickings, Japans	0 53	0 55
Do., Seconds	0 50	0 55
Do., sifted	0 60	0 65

Coffees Are Up a Cent Per Pound

Toronto.

COFFEES.—All coffees have advanced 1c per lb. on this market this week. The strong position of the market at primary points is the cause of the advance, although dealiers state that the advances have been so marked and so rapid of late, that the peak has almost been reached. The signing of peace is also said to have had a stimulating effect on the coffee situation.

Java, Private Estate	$....	$0 50
Java, old Government, lb.	0 48	0 50
Bogotas, lb.	....	0 47
Guatemala, lb.	0 46	0 48
Mexican	0 46	0 47
Maracaibo, lb.	0 45	0 46
Jamaica, lb.	0 43	0 45
Blue Mountain Jamaica	0 48	0 49
Mocha, Arabian, lb.	....	0 48
Rio, lb.	0 33	0 37
Santos, Bourbon, lb.	0 45	0 46
Ceylon, Plantation, lb.	....	0 48
Chicory, lb.	0 30	0 32
Cocoa—		
Pure, lb.	0 26	0 28
Sweet, lb.	....	0 26

Shelled Nuts Are in Brisk Demand

Toronto.

NUTS.—There is a brisk demand for shelled nuts of all kinds. Advances are noted this week on peanuts. Chinese peanuts are quoted at from 16c to 18c, an advance of 2c on last week's quotations. Spanish peanuts are selling at 19c, but dealers state that there is almost sure to be an advance in them at an early date, as it will cost to import them 18½c laid down in Toronto. Manchurian walnuts are selling at from 72c to 75c, while grenobles shelled are bringing from 80c to 85c.

Almonds, Tarragonas, lb.	0 28	0 32
Butternuts, Canadian, lb.	....	0 08
Walnuts, California, lb.	0 40	0 42
Walnuts, Grenobles, lb.	0 34	0 35
Walnuts, Bordeaux, lb.	0 28	0 30
Filberts, lb.	0 23	0 24
Pecans, lb.	....	0 30
Cocoanuts, Jamaica, sack	....	10 00
Peanuts, Jumbo, roasted	0 18	0 19
Brazil nuts, lb.	0 21	0 22
Shelled—		
Almonds, lb.	0 55	0 58
Filberts, lb.	0 48	0 50
Walnuts, lb.	0 80	0 85
Peanuts, Spanish, lb.	....	0 19
Do., Chinese, 30-32 to oz.	0 16	0 18
Brazil nuts, lb.	0 78	0 80

Canned Goods Are in Active Demand

Toronto.

CANNED GOODS.—There is a very active demand for practically all canned goods, but of course many fruits are not now available. Canned salmon is selling very freely, but good salmon is fast disappearing from the market. There is now coming on the market carloads of Alaska reds, released from the American army. Some of this is not of very good quality while some samples have shown up very well. Canned lobster in half pound tins is again a little higher, being quoted at $4.90, and in quarter pound tins at $2.75. Canned tomatoes are in very active inquiry, selling as high as $2.25. Canned corn has been pretty well cleaned up. The new pack peas will shortly be on the market, but prices on the same have not yet been named. Early June peas are quoted at from $1.67½ to $1.75.

Salmon—		
Sockeye, 1s, doz.	4 50	4 75
Sockeye, ½s, doz.	....	2 95
Alaska reds, 1s, doz.	4 25	4 50
Chums, 1-lb. talls	2 35	2 60
Do., ½s, doz.	1 35	1 45
Pinks, 1-lb. talls	2 35	2 60
Do., ½s, doz.	1 35	1 50
Cohoes, ½-lb. tins	2 00	2 10
Cohoes, 1-lb. tins	3 75	3 90
Red Springs, 1-lb. talls	3 75	4 25
White Springs, 1s, dozen	2 30	2 35
Lobsters, ½-lb., doz.	4 50	4 90
Do., ¼-lb. tins	....	2 75
Whale Steak, 1s flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	2 15	2 25
Canned Vegetables—		
Beets, 2s.	1 90	2 80
Tomatoes, 2½s	....	2 25
Peas, standard	....	1 60
Peas, early June	1 67½	1 75
Sweet Wrinkle	....	1 97½
Beans, golden wax, doz.	2 00	2 10
Asparagus, tins, doz.	3 75	4 00
Asparagus butts	2 00	2 02½
Canadian corn	2 25	2 45
Corn, American, 2s, doz.	2 10	2 25
Pumpkins, 2½s	0 95	1 15
Spinach, 2s, doz.	....	1 90
Do., 2½s, doz.	2 52½	2 80
Do., 10s, doz.	....	10 00
Pineapples, sliced, 2s, doz.	....	4 50
Do., shredded, 2s, doz.	3 00	3 02½
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	2 67½
Do., standard, 10s, doz.	4 50	4 52½
Apples, gals., dozen	....	7 00
Peaches, 2s	....	2 87½
Pears, 2s	2 35	2 87½
Plums, Lombard, 2s	....	1 90
Plums, Green Gage	2 17½	2 37½
Raspberries, 2s, H.S.	....	4 50
Strawberries, 2s, H.S.	....	5 25
Blueberries, 2s	2 10	2 35
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Jams—		
Apricot, 4s, each	....	0 84
Black currants, 16 oz., doz.	....	4 00
Do., 4s, each	0 98	1 10
Gooseberry, 4s, each	....	0 84
Peach, 4s, each	....	0 82
Red currants, 16 oz., doz.	....	3 45
Raspberries, 16 oz. doz.	3 90	4 35
Do., 4s, each	1 02	1 05
Strawberies, 16 oz., doz.	3 90	4 35
Do., 4s, each	1 08	1 15

Dried Fruits Are Pretty Well Cleaned Up

Toronto.

DRIED FRUITS.—Dried apples have been pretty well cleaned up, as well as prunes and apricots. It will be October before there is anything in the way of fresh supplies in these fruits. The demand for them is not keen, as awhile back, because of the freer supplies of fresh fruits. The likelihood is that currants will be at very firm figures this Fall. Grecian currants will be available and the same are being quoted at high levels. An importer of Grecian currants told CANADIAN GROCER this week that advances had been very rapid. One cable announced the price at from 77c to 85c, and one soon followed advancing the quotation to 93c, that is for 112 lbs. These currants will cost 21½c laid down in Toronto. Supplies of Australian cur-

rants will be light, according to information received recently from shippers.

Apples, evaporated, Ontario	0 22	0 23
Apricots, unpitted	....	0 16¾
Do., fancy, 25s	....	0 30
Do., choice, 25s	0 23	0 30
Do., standard, 25s	0 22½	0 26
Candied Peels, American—		
Lemon	0 38	0 43½
Orange	....	0 45½
Citron	0 47	....
Currants—		
Grecian, per lb.	0 25	0 26
Australians, 3 Crown, lb.	0 20	0 21
Cherries, 2s	2 75	2 90
Dates—		
Excelsior, pkgs., 3 doz. in case	....	7 00
Dromendary, 3 doz. in case	....	8 00
Figs—		
Taps, lb.	....	....
Malagas, lb.	....	....
Comadre figs, mats, lb.	0 14	0 15
Cal., 4 oz. pkgs., 70s, case	....	5 00
Cal., 8 oz., 20s, case	....	3 25
Cal., 10 oz., 12s, case	....	2 25
Prunes—		
30-40s, pe rlb.	0 25	0 35
40-50s, per lb.	....	0 30
50-60s, per lb.	0 22	0 24
60-70s, per lb.	....	0 22
70-80s, per lb.	0 19	0 20
80-90s, per lb.	0 16½	0 17
90-100s, per lb.	....	0 14½
100-120s, per lb.	0 11	0 11½
Peaches—		
Standard, 25-lb. box, peeled	....	0 20
Choice, 25-lb. box, peeled	....	0 23
Fancy, 25-lb. boxes	....	0 24
Practically peeled, 25-lb. boxes	....	0 22½
Extra choice, 25-lb. box, peeled	....	0 26
Raisins—		
California bleached, lb.	0 17	0 18
Extra Fancy sulphur bleached, 25s	....	0 17
Seedless, 15-oz. packets	....	0 19
Seeded, fancy, 1-lb. packets	0 14½	0 15
Seeded, 15 oz. packets	0 15	0 16
Seedless, Thompson's, bulk	....	0 20
Seedless, 16-oz. packets	....	0 19½
Do., Bakers, Thompson's, 50s	....	0 18
Crown Muscatels, 25s	....	0 17

French Pure Cream of Tartar is Lower

Toronto.

SPICES.—French pure cream of tartar shows a marked decline this week, being quoted from 15c to 20c per lb. lower, at from 55c to 60c. The prices are on shipments bought about two months ago, but present buying is at much higher figures, and there is likely to be an advance again when goods now being bought come on the market. All prices remain unchanged, being steady at last week's prices.

Allspice	0 19	0 21
Cassia	0 30	0 40
Cinnamon	0 35	0 50
Cayenne	0 26	0 35
Ginger	0 28	0 35
Ginger	0 30	0 35
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 32	0 38
Pickling spices	0 22	0 26
Mace	0 90	1 10
Peppers, black	0 38	0 43
Peppers, white	0 45	0 63
Paprika, lb.	0 60	0 70
Nutmegs, selects, whole, 100s	0 45	0 50
Do., 80s	....	0 55
Do., 64s	0 60	0 65
Mustard seed, whole	0 35	0 40
Celery seed, whole	....	0 75
Coriander, whole	0 25	0 30
Carraway seed, whole	0 55	0 60
Tumeric	0 24	0 27
Cream of Tartar—		
French, pure	0 55	0 60
American high test	....	....
2-oz. packages, doz.	....	1 75
4-oz. packages, doz.	....	3 00
8 oz. tins, doz.	....	6 00

Honey and Maple Syrup Moves Slowly

Toronto.

HONEY, MAPLE SYRUP.—There is not much demand for honey and maple syrup at the present time, and prices are unchanged from quotations of a week ago.

Honey—		
Clover—		
5-lb. tins	....	0 24
2½s tins	....	0 26
10-lb. tins	0 25	....
60-lb. tins	....	0 24
Buckwheat, 60-lb. tins, lb.	....	0 18
Comb, No. 1, fancy, doz.	3 75	4 25
Do., No. 2, doz.	....	3 00
Maple Syrup—		
8½-lb. tins, 10 to case, case		17 00
Wine qt. tins, 24 to case, case		16 00
Wine ½ gal. tins, 12 to case, case		15 00
Wine 1 gal. tins, 6 to case, case		14 00
Imperial 5 gal. cans, 1 to case, case		14 00
Maple Sugar—		
50 1-lb. blocks to case, lb.	....	0 29

Bulk Cereals Have Quiet Demand

Toronto.

CEREALS.—Cereals in bulk are not selling very freely these days, the demand, as is usual this season, being a bit quiet. Prices are steady with the exception of split peas, which are quoted in 98s, at an advance of 30c, at $6.50.

	Single Bag Lots F.o.b.	Toronto
Barley, pearl, 98s	5 50	6 00
Barley, pot, 98s	4 25	4 50
Barley Flour, 98s	....	4 50
Buckwheat Flour, 98s	7 25	8 00
Cornmeal, Golden, 98s	5 50	5 85
Do., fancy yellow, 98s	5 25	5 50
Corn Flour, white, 98s	4 60	5 00
Do., Government standard, 98s	....	4 25
Hominy grits, 98s	....	5 25
Hominy, pearl, 98s	5 00	5 25
Oatmeal, 98s	....	4 75
Oat Flour	....	4 50
Rolled Oats, 90s	4 40	4 50
Rolled Wheat, 100-lb. bbl.	6 50	7 00
Breakfast Food No.1	....	6 15
Do. No. 2	....	6 15
Rice Flour, per 100 lbs.	....	8 00
Linseed Meal, 98s	....	6 75
Rye Flour, 98s	6 50	7 25
Peas, split, 98s	....	6 50
Blue peas, lb.	....	0 10

Above prices give range of quotations to the retail trade.

Good Quality Beans in Small Supply

Toronto.

BEANS.—The market for beans is pretty well cleaned up of all good varieties. Supplies of hand-picked beans are quoted higher, there being very few available. Quotations are from $4.75 to $5. There is not much demand for beans just now, but any stocks being held are largely of inferior quality.

Ontario, 1-lb. to 2-lb. pickers, bu.	$4 25	$4 50
Do., hand-picked	4 75	5 00
Japanese Kotenashi, per bush.	....	4 50
Rangoons, per bushel	....	3 00
Limas, per lb.	....	0 12½

Raspberries Now Being Offered

Toronto.

FRUITS.—The season for strawberries is practically over. Last week saw the height of the season. Shipments have been very light this week and quotations have been very much stronger, around 25c per box. Raspberries are now on the market, and at the beginning of the week were quoted at from 30c to 35c per box. Much lower prices were expected later in the week, with an increase in receipts very probable. Yellow transparent apples are now selling at $4.25 in bushel hampers. Gooseberries in 11 quart baskets are selling at $1.50, and cherries range from $1.25 to $3 for large baskets according to quality. California peaches are quoted at $2.50 per box and Georgia peaches at $4.50 per crate.

Bananas, per lb.	....	0 08
Grapefruit—		
California, seedless, 64s	5 00	6 00
Do., 48s	....	5 50
Do., 80s	....	6 50
Valencias—		
100s, 126s, 150s, 176s, 200s, 216s, 250s	....	6 25
288s, 324s	5 00	5 50
Lemons, Cal., 270s, 300s, case	....	7 50
Strawberries, quarts	....	0 25
Raspberries, box	0 30	0 35
Rhubarb, doz.	....	0 20
Cherries—		
Cherries, Home grown—		
11-qt. basket	1 25	3 00
6-qt. basket	1 00	2 00
Gooseberries, 11-qt, basket	....	1 50
Watermelons	0 75	0 90
Georgia peaches, 6 basket crates, per crate	....	4 50
Flats (12 to 15)	....	3 50
Canteloupes, Cal., 45s, standards	6 00	6 50
Do., flats	....	2 50
Apricots, Cal., per case	....	3 00
Plums, Cal., per case	3 25	3 75
Peaches, Cad., per case	....	2 50
Do., Georgia, crate	....	4 50
Apples, yellow transparent, bus. hamper	....	4 25

Can. Vegetables in Plentiful Supply

Toronto.

VEGETABLES.—New Canadian vegetables are arriving plentifully now, and are quoted at very reasonable prices. Lettuce is selling at 50c per doz., also carrots, and beets are quoted at 35c. Canadian wax beans in 11 quart baskets are quoted at from $1.25 to $1.50 per basket, and imported beans at $3. Home grown cabbage in large crates is selling at $4.50. Canadian grown tomatoes are now arriving freely, selling at from $3 to $3.25 for 11 quart baskets. Ontario potatoes have declined again, now selling at $1 per bag. New potatoes, Virginias, are also lower, at $7 per barrel.

New Beets, per dozen	....	0 35
Cabbage, per crate	....	4 50
Do., per bushel	....	2 00
New Carrots, per doz.	....	0 50
Radishes, per dozen	....	0 30
Can. Lettuce, doz.	....	0 35
Onions—		
Onions, hamper	....	4 50
Texas onions, crate	4 50	6 00
Parsley, per basket	....	1 00
Peppers, green, doz.	1 00	1 25
Celery, New Michigan, doz.	....	0 50
Wax Beans, imported	....	3 00
Do., Can., 11-qt. basket	1 25	1 50
Cucumbers—		
Imported, hampers	4 50	5 00
Hothouse, basket	....	3 50
New potatoes, Virginia	....	7 00
Potatoes, Ontario, bag	....	1 00
Turnips, hamper	....	2 75
Spinach, box	....	2 00
Domestic peas, 11-qt. basket	0 50	0 65
Tomatoes—		
Imported, 4-basket carriers	2 50	2 75
Hothouse tomatoes, No. 1s, lb.	....	0 30
Do., No. 2s, lb.	....	0 25
Outdoor Canadian tomatoes	3 00	3 25

Good Demand Prevails For Flour

Toronto.

FLOUR.—There is a good demand for flour, both for export and domestic account. The mills are very busy, and the likelihood is that there will be sufficient wheat to carry them over until the new crop is ready. Quotations to the retail trade are unchanged.

Flour—		
Government standard, 74 per cent. extraction.		
Ontario winter wheat flour, in carload shipments, on track, in cotton bags	....	11 15
In jute bags	....	11 00

Millfeeds Are Still a Little Slow

Toronto.

MILLFEEDS.—Millfeeds are steady at last week's quotations. There is a very active inquiry for shorts but the sale of bran is not so brisk.

	In carlots, track
Bran, per ton	42 00
Shorts, per ton	44 00

WINNIPEG MARKETS

Cereals Advanced; Flour, Feeds Steady

Winnipeg.

FLOUR, FEEDS, CEREALS.—Mills are continuing to operate on domestic and export orders. Cereals have advanced since the last quotations in these columns prior to the strike. Flour and feeds are steady and no change is expected until next month.

Government Standard Flour—	
Cash carload prices	$10 40
To flour and feed men	10 40
To bakers	10 20
To storekeepers paying cash or 30 days, ton lots	10 60
Do., less than ton lots	10 70
Credit Prices—	
Manitoba points	10 50
Saskatchewan points	10 40
Cereals—	
Rolled oats, 80s	3 85
Rolled oats, pkgs., family size	5 65
Cornmeal, 98s	4 85
Oatmeal, 98s	4 85
Feeds—	
Bran, per ton	39 00
Shorts, per ton	43 00
Bran, B.C. and Vancouver Isld.	45 00
Shorts, B.C. and Vancouver Isd.	49 00
Barley—	
Pearl, Ontario, 98-lb. bags, per bag	6 30
Pot, 98-lb. bag, per bag	4 35

Upward Tendency In Tea Market

Winnipeg.

TEA.—The primary markets show considerable movement in tea. The local market is strong and has an upward tendency. There is a good demand for Ceylon teas in both low and medium grades at advancing prices. Importations of Java teas are affected by the change in duty, and it is not expected that any great quantities of this line will reach the market in future. The import duty on British grown teas is now 7 cents per pound and 10 cents on all others.

Coffee Reaches Highest Level

Winnipeg.

COFFEE.—Santos 4's are being quoted at the highest level ever attained. Frost damage to the Brazilian coffee crop is much worse than was anticipated according to reports given out by the Brazilian Government. This is largely responsible for the strong position of bulk coffee. It is thought by some jobbers that the market is running wild and that when the true condition of affairs is known the market may settle down on a different basis than appears at present.

Santos, old crop, per lb.	0 34
Bourbon, per lb.	0 35
Bogota, per lb.	0 43
Costa Rica, per lb.	0 43
Maracaibo, per lb.	0 43

All Dried Fruits Rapidly Cleaned Up

Winnipeg.

DRIED FRUITS.—The market continues firm with a higher tendency in some lines. A large crop of Muscatels, both loose and seeded, is forecast. Word from the coast indicates that prunes are in good demand and prices are slightly higher. Some varieties of raisins are likely to be short and some packers have found it necessary to pro-rate their orders. Apricots and pears are practically off the market and peaches are very scarce. All lines are becoming rapidly cleaned up.

Apples, 50-lb. boxes, per lb.		0 22
Do., 10-lb. boxes, per box		2 30
Apricots, Standard—		
25-lb. boxes, per lb.		0 24
Choice 10-lb. boxes, per lb.		26½
Currants, 50-lb. half cases, per lb.		0 20
Pears, extra choice, 25-lb. boxes, per lb.		0 25
Prunes—		
90-100s, 10-lb. boxes, per lb.		0 18
90-100s, 25-lb. boxes, per lb.		0 17
80-90s, 25-lb. boxes, per lb.		0 18
60-70s, 25-lb. boxes, per lb.		0 20
50-60s, 10-lb. boxes, per lb.		0 22
50-60s, 25-lb. boxes, per lb.		0 21
40-50s, 25-lb. boxes, per lb.		0 23
Raisins, bulk, seeded, 25-lb. boxes, per lb.		0 14

Canned Goods Shortage Probable

Winnipeg.

CANNED GOODS.—The demand for all lines of canned goods is exceedingly heavy and stocks are dwindling rapidly. The market has shown recent advances, particularly in canned tomatoes, and at present it is almost impossible to buy any goods first hand. Some local jobbers are of the opinion that there is insufficient stock in hand to last until the next pack comes in.

Corn, 2s		4 55
Peas, Standard, 24 x 2s		3 25
Tomatoes, 2½s, Can.		4 25
Peaches ,heavy syrup, 24 x 2s		5 80
Pears, light syrup, 24 x 2s		4 15
Do., heavy syrup		5 80
Plums, Lombard, heavy syrup, 24 x 2s	4 50	4 60
Strawberries, 2s x 2 doz., case	8 95	9 00
Cherries, 2s, 2 doz. case, per case	6 20	6 25
Raspberries, 2s, 2 doz. cases, per case	8 55	8 60

Crisco Up $1.50 Per Case

Winnipeg.

CRISCO.—This market, which has undergone heavy advances recently, is again moving to higher levels. Quite recently an advance of $1.50 per case has been made, bringing present quotations to the following:

1 lb. tins, 36 per case $14.85
1 lb. tins, 5 case lots 14.80
1 lb. tins, 10 case lots 14.75

Same prices apply to cases of 3 lb. x 12; 6 lb. x 6; 9 lb. x 4 in various quantities.

Sharp Advance In Lemons

Winnipeg.

FRUITS.—The orange market is holding steady at present prices. Valencias are in fair supply from California but there is not expected to be any surplus. The market in lemons is stronger and higher. Early hot weather in the West has increased the demand for this fruit. The immediate available supply of lemons in California is light and this has caused a sharp advance. No lower prices are looked for during the hot weather while the season for picnics, holidays, fairs, etc., is on.

Oranges, per case	7 00	7 50
Lemons, per case	8 50	9 00

Advance in Lantern Globes

Winnipeg.

LANTERN GLOBES.—This market has advanced though no change has been made in prices of lamp glasses as yet. Factories have advanced prices on globes within the past few days, bringing present quotations to the following, for strong, heavy plain glass globes of the best quality:

	Per case.
Cold blast, long, 1 doz. case	$1.00
Cold blast, long, 3 doz. case	2.85
Short globe, No. 3, 1 doz. case	1.00

Fruit Jars Up 50 Cents Per Gross

Winnipeg.

FRUIT JARS.—The local market in fruit jars is higher. Some factories have advanced prices 50 cents per gross. Following is the prevailing range of prices for the popular two-piece top sealer, glass top with metal screw ring, and the wide mouth jars with glass top held on by spring fastener:

Pints, per gross	$12.00	$13.25
Quarts, per gross	13.00	14.25
Half gal., per gross	16.75	18.00

BRITISH COLUMBIA MARKETS

Supplies of Sugar Are Sufficient

Vancouver.

SUGAR.—Supplies of sugar are fairly plentiful, and there is a very heavy demand. Prices are unchanged at firm figures.

No Changes in Teas; Market is Strong

Vancouver.

TEAS. — No change is reported on teas. The market continues very firm, and it looks as if the future prices will be strong.

Fresh Meats Easier; Lard Also Lower

Vancouver.

PROVISIONS.—Fresh meat is easier except pork. Beef is selling at from 18c to 20c, lamb at 28c and pork at 32c. Lard is easier at 37c.

Fresh Beef	0 18	0 20
Lamb		0 28
Pork		0 32
Cheese		0 33½
Lard		0 37

Continued on page 42

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., July 8.—Reductions in fresh fruits with advances in other lines mark the changes during the week. Rice is selling at from $10.50 to $11. Cheese, New Brunswick and Ontario, 33c to 34c. Breakfast bacon 44c to 49c. Compound lard 33½c to 34½c. American pork is selling at from 62c to 65c. Canned tomatoes are selling at $4.20. Apples at $4.50. Evaporated apples are 23c. Potatoes $2.75 to $3.20. Lemons $8.50 to $9. Oranges $5 to $6.50. Grapefruit $6.50 to $7. Bananas 8c to 9c. Pineapples, crates, $8 to $9. California plums, crates, $3 to $4. California peaches, crates, $3 to $3.50. The only onions now being offered are Egyptians, in 110-pound sacks at 11½c per pound.

Flour, No. 1 patents, bbls., Man.	....	$12 50
Cornmeal, gran., bags	6 15	6 25
Cornmeal, ordinary, bags	4 10	4 25
Rice, Siam, per 100 lbs.	10 50	11 00
Molasses	0 88	0 89
Sugar—		
Standard, granulated	....	10 05
No. 1, yellow	....	9 55
Cheese, New Brunswick	0 33	0 34
Cheese, Ont., twins	0 33	0 34
Eggs, fresh, doz.	....	0 48
Eggs, case	0 43	0 45
Breakfast bacon	0 44	0 49
Butter, creamery, per lb.	0 46	0 49
Butter, dairy, per lb.	0 43	0 45
Butter, tub	0 41	0 43
Margarine	0 33	0 35
Lard, pure, lb.	0 38	0 39½
Lard, compound	0 33½	0 34½
American clear pork	0 62	0 65
Beef, corned, 1s	4 55	4 90
Tomatoes, 3s, standard, case	....	4 20
Raspberries, 2s, Ont., case	....	8 80
Peaches, 2s, standard case	....	6 20
Corn, 2s, standard case	....	4 70
Peas, standard case	3 20	3 30
Apples, gal., N.B., doz.	....	4 00
Strawberries, 2s, Ont., case	....	8 20
Salmon, Red, spring, cases	....	....
Pinks	11 00	11 50
Cohoes	14 50	15 00
Chums	....	8 50
Evaporated apples, per lb.	....	0 23
Peaches, per lb.	....	....
Potatoes—		
Natives, per bbl.	2 75	3 20
Onion, Egyptians, lb.	....	0 11½
Lemons, Cal.	8 50	9 00
Oranges, Cal., case	5 00	6 50
Grapefruit, Cal., case	7 00	7 50
Bananas, per lb.	0 08½	0 09

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, July 8.—Carnation milk, talls, have advanced 30 cents. Fairy soap has risen 25 cents, making it $8. Gold Dust 3's are up 25c; Lux 75c for box of 72 packages, Lux is now $7.75. Tomatoes are stiffening, $4.20 being the lowest quotation on 2½'s. American corn, 2's, is selling at $4.80. Some brands of pickles are slightly higher this week. Large Ontario cheese is selling at from 34c to 35c. Bacon bellies and cottage rolls are down a cent and a half, and peamealed backs show a decline of half a cent. New pack British Columbia jams are now quoted, strawberry at $13.50; raspberry at $13; peach, gooseberry and blackberry at $11, and plum at $10. Telfer's biscuits have advanced 3c per pound.

Beans, Limas	0 12	0 15
Beans, B.C.	7 00	7 50
Flour, 98s, per bbl.	....	10 50
Rolled oats, 80s	3 50	3 60
Rice, Siam, cwt.	....	9 75
Rice, China mat., No. 1	....	4 80
Do., No. 2	....	3 95
Japan, No. 1	11 50	13 50
Tapioca, lb.	0 11	0 12½
Sago, lb.	0 11	0 12½
Sugar, pure cane, granulated, cwt.	....	11 02
Cheese, No. 1, Ontario, large	0 34	0 35
Butter, creamery, lb.	0 55	0 59
Do., dairy, lb.	0 35	0 40
Lard, pure, 3s, per case	....	22 80
Eggs, new-laid, local	....	12 50
Tomatoes, 2½s, standard, case	....	4 20
Corn, 2s, case	4 80	5 00
Peas, 2s, standard case	3 40	3 50
Spinach, Cal., new pack	....	5 60
Apples, gals., Ontario, case	....	3 50
Strawberries, 2s, Ontario, case	8 10	8 75
Jams—		
B.C. Strawberries, 4s	....	13 50
Logan Raspberries	....	13 00
Peaches	....	11 00
Plum	....	10 00
Gooseberries	....	11 00
Blackberries	....	11 00
Raspberries, 2s, Ontario, case	8 40	9 00
Cherries, 2s, red, pitted	....	6 40
Apples, evaporated	....	0 22
Do., 25s, lb.	....	0 23
Apricots, evaporated, lb.	0 26	0 29
Peaches, evaporated, lb.	....	0 23
Prunes, 90-100s	0 18	0 20
Do., 40-50s	0 26	0 27
Do., 60-70s	....	0 22
Lobsters, quarters	2 75	3 00
Salmon, pin, tall, case	9 00	10 25
Salmon, Sockeye, tall, case	....	....
Do., halves	18 00	19 00
Potatoes, per ton	35 00	38 00
Oranges, Valencias	....	7 00
Lemons, case	....	8 50
Grapefruit, California	....	7 50
Strawberries, Hood River, crate	....	7 00
Cantaloupes, crate 45s	....	7 50

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., July 8.—Crop conditions have improved considerably with the advent of rains through most of the province. Some hail has done damage in Central Saskatchewan. The egg market is weakening, the price being 2c lower than last week. British Columbia cherries are on the market and prices range from $3 to $4. After about two weeks without beer, three or four carloads of 2 per cent. arrived this week. Watermelons, California and Georgia, all marketing at 8c per pound. California fruits arrived to-day. Apricots are selling at $3.25; plums at $3.75; apples at $4.50, and peaches at $2.75. Tomatoes are in good condition and good supply at $3.50. Cucumbers are very scarce and high in price at $3 per dozen.

Beans, small white Japans, bu.	....	4 50
Beans, Lima, per lb.	....	0 12½
Rolled oats, brails	....	3 86
Rice, Siam, cwt.	8 40	8 65
Sago, lb.	....	0 11¾
Tapioca, lb.	....	0 11¼
Sugar, pure cane, gran., cwt.	....	10 99
Cheese, No. 1, Ontario, large	....	0 34¼
Butter, Creamery	....	0 58
Crisco	12 70	13 35
Lard, pure, 3s, per case	....	21 60
Bacon, lb.	....	0 47
Eggs, new-laid	....	0 31
Tomatoes, 3s, standard, case	....	4 00
Corn, 2s, standard case	....	4 85
Peas, 2s, standard case	....	3 45
Apples, gal., Ontario	....	2 85
Apples, evaporated, per lb.	....	0 18½
Strawberries, 2s, Ont., case	....	8 50
Raspberries, 2s, Ont., case	....	8 70
Peaches, 2s, Ontario, case	....	5 50
Plums, 2s, case	....	4 00
Salmon, finest Sockeye, tall, case	....	....
Salmon, pink, tall, case	....	10 25
Pork, American clear, per bbl.	....	41 00
Onions, ton	....	59 00
Potatoes, bushel	....	1 15
Grapefruit	....	7 50
California oranges	7 00	8 50
Pinapples	7 00	8 50
Lemons	....	8 00
Strawberries, crate	....	7 50
B.C. Cherries, basket	3 00	4 00
Watermelons, lb.	....	0 0[illegible]
Apricots, Cal.	....	3 25
Plums, Cal.	....	3 75
Peaches, Cal.	....	2 75
Apples	....	4 50
Tomatoes	....	3 50
Cucumbers, doz.	....	3 00

GENERAL MARKETS

Continued from page 41

Compound	....	0 38½
Bacon	....	0 52
Hams	....	0 45

New Raspberries Selling at $5 Crate

Vancouver.

FRUITS AND VEGETABLES.—New raspberries are arriving on the market, and are quoted at $5 per crate. Also yellow transparent apples from the Okanagan district, selling at $5.50 per box. Cherries are 20c per quart. New celery is quoted at $1.75 per dozen bunches.

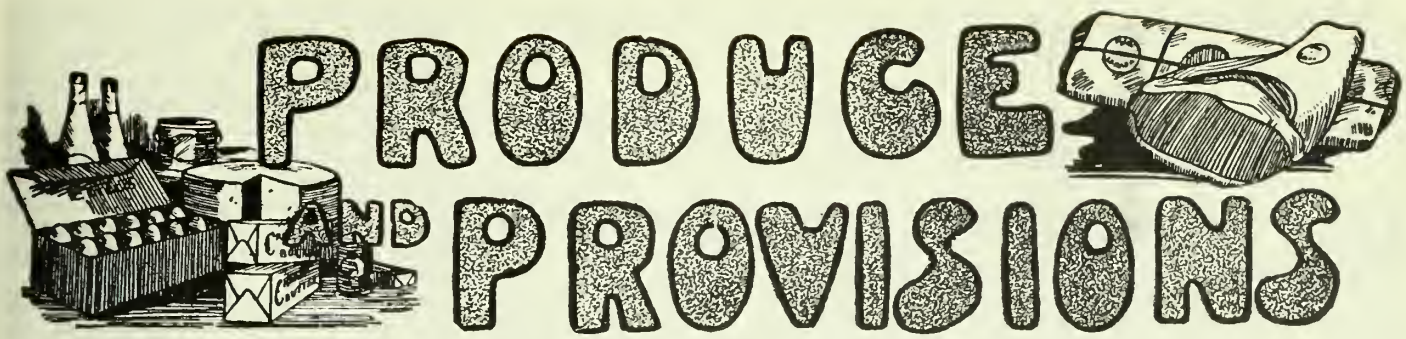
Apples—		
Yellow Transparent, box	....	5 50
Cherries, Okanagan, qt.	....	0 20
Oranges, Cal., aver.	....	6 00
Strawberries, crate	....	3 25
Gooseberies, qt.	....	0 12
Grapefuit, case	5 00	6 00
Lemons, case	....	7 00
Pineapples, Cuban	....	5 50
Cucumbers, B.C., per doz.	....	2 00
Tomatoes (hothouse), 20, crate No. 1	....	5 00
Carrots, doz. bunches	....	0 25
Onions, doz. bunches	....	0 25
Parsley, doz. bunches	....	0 25
Turnips, doz. bunches	....	0 25
Local potatoes, ton	....	30 00
Celery, doz.	....	1 75
Raspberries, crate	....	5 00

Movement in Molasses Slow

Vancouver.

MOLASSES.—There is not a great deal of demand for molasses, and quotations are ruling steady at last week's figures.

Continued on page 47



Caters to Needs of Light Housekeepers

W. Stansfield, 379 Church Street, Toronto, Disposes of His Automobile Deliveries and Does a Better Business on a Cash and Carry Plan

Disposing of his automobile deliveries, and cutting down his staff from seven clerks to three, W. Stansfield, 379 Church Street, Toronto, told CANADIAN GROCER that he is now doing a more profitable business. He handles both fresh and smoked meats, as well as general groceries. Whereas before he endeavored to reach the public in widely divergent parts of the city, he no longer does it, confining himself to the immediate district in which he lives. Keeping up an expensive delivery system, he claims, is bad business, and eats up too much of the profits. His store is now practically a cash and carry establishment, and conducted as such for the past two years it has been very successful.

Caters to Light Housekeeping

Mr. Stansfield has a store that is modern in every particular. It at once attracts the eye of the visitor who calls for the first time. It is situated in the heart of a rooming and small apartment district where people do housekeeping of a light order. Realizing this Mr. Stansfield caters to such a trade. His sales, he says, are seldom large in any one line, and people always take with them what they buy. "We do a big business each day," he stated, "between the hours of four and six. We sell the things that are easily prepared. We always have them very attractively displayed. Meats are already cut and orders are easily and quickly filled." This store is equipped with refrigerator counters, enclosed in glass, greatly facilitating the showing of meats, both cooked and uncooked. In fact everything of a perishable nature, including fruit and vegetables, are arranged in a way pleasing to the eye and in such a manner as to readily engage the eye of the customer.

Sales Are Not Large

Mr. Stansfield sells nothing in large quantities. He has everything ready for the preparation of a hasty meal, and his customers are very often people who go out to business, and have to prepare their evening meal on their return. They want something either already cooked or that can be easily prepared. It is not hard to decide on such purchases in the Stansfield store, for display properly carried out, Mr. Stansfield believes, does more to assist the customer in shopping than anything else. Sales are largely in small quantities, but this is by no means a feature that is unwelcome in the business, according to Mr. Stansfield. He prefers to sell sugar by the pound than to disposing of it by the hundredweight. In the same way he sells other goods, and having done business in this manner, with the absence of deliveries, he is well satisfied with the results, and infinitely more so than he was before. The cost of keeping up automobiles and extra help was not worth the increase in business they brought. He much prefers present conditions. While Mr. Stansfield gives some credit, his credit accounts are a very small percentage of his general business. It is largely a cash trade.

HOW MUCH EXPORT CAN WE EXPECT

England's butter imports in 1918 were from

Australian-N.Z.-Argen.	138,451,824 lbs.	76.55%
United States	22,018,416 lbs.	12.18%
Canada	6,940,752 lbs.	3.84%
Miscellaneous	8,910,384 lbs.	4.94%
Denmark	4,516,624 lbs.	2.49%

It is stated England's normal (1913) imports from Denmark were 191,633,680 lbs. Denmark in 1919 has 60% of her pre-war herds and can get ample feed and shipping which she could not get in 1918. HOW SOON CAN DENMARK SQUEEZE THE UNITED STATES AND CANADA OUT ALTOGETHER?

The United States surplus in storage is now 40,000,000 lbs., or nearly twice 1918 exports to England.

EGG REGULATIONS NOT WORTH PAPER WRITTEN ON

Statement is Made Before Regina Board of Trade

Regina, July 7.—That regulations respecting the handling of eggs are not worth the paper they are written on was the statement made before the Regina Board of Trade at a recent meeting by J W. Harrison, manager of the cold storage plant of the Saskatchewan Co-operative Creameries, Regina branch. There were many loopholes in the regulations, he contended, which permitted dealers to get around them. It was his contention that eggs should not be shipped out of the province without first being inspected. Mr. Harrison took strong exception to the insinuation made at the last meeting of the board that eggs were permitted to enter cold storage without first being inspected. This was not the case he insisted. All eggs entering storage, he explained to the members, were candled, and he could not therefore see what was to be gained by asking that eggs also receive Government inspection upon entering storage. The matter was left in the hands of the secretary.

WHY NOT ACKNOWLEDGE THE GOVERNMENT MISTAKE?

Vancouver, July 8.—There is no legislation that will make humpback or dog salmon taste like sockeye to the Vancouver public. An embargo on oranges would not make the Canadian public start enthusiastically purchasing the luscious home-grown rutabaga. Why not frankly acknowledge they made a mistake in letting all the high-grade salmon go without insisting on a proportionate delivery of the poorer grades and then get busy finding an export outlet for the stocks on hand? The public has no illusions as to the instability of the Government that are in danger of being shattered, anyway.

Manufactured in Window Demonstrates Purity

Hamilton Grocer Makes Peanut Butter in Window While Customer Waits.

JOHN O. CARPENTER, Market St., Hamilton, Ont., one who believes in allowing his buying public, if at all possible, to see for themselves the high grade quality of the goods he is selling. With this end in view, he has installed a peanut butter grinder, and for the past year has been manufacturing his own peanut butter. With the machine placed in the front window, he makes the peanut butter, while the customer waits, and is at liberty, if she or he wishes, to watch the process. While the outlay in installing the machine has been rather heavy, Mr. Carpenter believes that he has been amply paid for his venture. He is selling his own make almost exclusively.

Influence of Good Material

Mr. Carpenter lays great stress on the important feature of securing the very best stock of peanuts. This is most essential if the butter is to be of a kind to attract. There is no adulteration, as the customer can plainly see.

Previous to the signing of the armistice there was a big demand for peanut butter for overseas boxes to Canadian soldiers. This is now, of course, falling off, but there is still a brisk demand for domestic consumption.

Finds Special Sales Good Business

Believes That These Sales Introduce Customers to Store, and Result in a Goodly Measure of Permanent Trade —Features Particular Lines

R. L. ZUFELT, corner Front street and Victoria avenue, Belleville, Ont., is a firm believer in the idea that special sales are a great assistance in building up business that is very often of a permanent character. Mr. Zufelt only went into business last November, buying out the store of the late A. J. McCrodan, and has been very successful in maintaining and expanding the trade of his predecessor. Last spring he had a series of special sales, featuring some particular line at an attractive price. Results were highly pleasing. Mr. Zufelt's store is one of the largest in Belleville, and his facilities for storage are of the very best. This enables him to buy in big quantities, and this, he believes, is a big advantage, especially in view of the rapidly advancing markets of the past few years.

Grand Trunk employees, of which there are a very large number in Belleville, on account of it being a divisional point, form fully 70 per cent. of Mr. Zufelt's customers. He is the only grocer in Belleville with a motor delivery, and he also has another car that goes out taking orders twice a week. This is the only way, he believes, good service can be rendered the public, and the customers, realizing and appreciating this service, are always good advertisers for your store. Mr. Zufelt also caters to a big farm trade. He is also a big buyer of farm produce, and in the summer months handles a lot of fruit. In four days he sold more than 2,000 boxes of strawberries.

Disposes of Fruit by 'Phone

Manitoba Merchants Find That Telephone is Useful in Sale of Summer Fruits—Trade in Other Lines is Also Stimulated.

By Staff Correspondent of Canadian Grocer

WINNIPEG, July 7. — Disposing of large shipments of preserving fruit by telephone is the successful plan adopted by some Western Canadian merchants. In practically every instance where this is tried orders are booked up in advance for practically the entire shipment, and all danger of handling these perishable goods is eliminated.

James A. McKenzie, who operates a large general store at Rivers, Man., stated that when the first tomatoes of the season came in this year he called up telephone central, and asked for special service for half an hour or more. He then proceeded to inform as many of his country customers as he could reach that tomato shipment would arrive on a certain date. He quoted them a price of 30 cents a pound and solicited their orders. He had little difficulty in disposing of every crate ordered, and by a little telephone courtesy created the impression that he had the interest of his customers at heart. When Mr. McKenzie first tried out this plan, and he has had the same experience ever since, he found that it generally meant a further order for groceries. Whenever he could possibly do so, he arranged that the shipment arrive on a Friday or Saturday, and by this method secured large week-end orders, as well as relieving the pressure on Saturday's business. Many farmers solicited to buy fruit may have intended making their general purchases at another store, but decided that they might as well buy everything where they bought their fruit. In past years Mr. McKenzie has disposed of large shipments of strawberries and raspberries by this plan.

In conversation with A. S. Drummond, a general merchant at Balcarres, he related a similar success, emphasizing the fact THAT HE SOLD GREAT QUANTITIES OF SUGAR AS A RESULT OF PLACING ORDERS FOR FRUIT IN THIS WAY. In the case of Mr. Drummond, he secures quotations on say 300 cases of strawberries. Before ordering these he gets busy on the telephone and takes orders from farmers as well as from people in his own town and in near-by towns. Then he wires his requirements to the wholesale. Last year he ordered 300 cases, which were to be delivered on a Wednesday. Instead they did not arrive until Friday night. Now in this instance he had only placed orders for 200 cases among his customers intending to dispose of the balance to the women of Balcarres who had no telephones. Here was a problem to handle this large shipment on a busy Saturday. However the fruit was delivered to the warehouse, where it was sorted and the various orders piled separately, with sales slips written out for each of them.

The balance of the shipment was displayed by clearing out a long standing dry goods display from the centre of the store, and piling up the fruit on tables where it commanded the attention of all who entered. The windows, too, were piled with fruit, with the result that on Saturday night there was only a couple of crates of apricots left. The work was all done without extra help. This was the first year that the firm tried this experiment and it was the first year they sold fruit without a loss. They, too, found a heavy increase in general sales, and farmers bought sugar in hundred pound lots. On the whole the effort paid handsomely, and created the impression of enterprise on the public mind. In other words, it was good advertising.

DEPARTMENT OF AGRICULTURE TAKES CENSUS OF LIVE STOCK

District representatives of the Ontario Department of Agriculture are at present actively engaged in taking a census throughout the province, first of all the pure-bred live stock, and secondly of the bulls, either pure bred or grade, being used by the farmers. It is expected that this census will be completed before the conference of district representatives, which opens at Guelph on July 14. At that meeting considerable attention will be devoted to the question of live stock, and particular references will be made to the elimination of "scrub" bulls in Ontario.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, July 8—Produce and provision markets continue to rule on a firm basis, for the most part. Live hog prices have firmed, and the dressed market is steadily firm. Bacon and hams are steady and firm, with a good demand existing. Shortening and lard are firm, but quieter. Butter is likely to decline and cheese may be lower, the buying prices in the country being less, owing to the decline in foreign exchange. Best new-laid eggs are in active demand and the prices are firmer. There are big receipts of live poultry at somewhat lower prices. Salmon is high in price and there is a fairly good demand for fresh fish. Prices are somewhat firmer on fresh varieties and easier on salt and pickled.

Active Buying Boosts Hog Price

Montreal.

FRESH MEATS.—Last week's closing prices on hogs were firmer and the position early this week was continuing high. An increase in the quotable basis of about 50c was made, and some sales were reported at over $23 per cwt. Abattoir killed stock is selling still at $31.50 to $32, and sows are $26.50 to $27 per cwt. There were fair offerings at the stock yards but active bidding absorbed the supplies readily.

Fresh meats are firm in price and there is a demand for the choicer hind quarters at around 30c per lb. Fronts are rather dull in demand and the prices more favorable, if anything. Best calves have also firmed in price. Lambs and mutton are firmly held.

Hos, live	22 50	23 00
Hogs, Dressed—		
Abattoir killed, small, 65-90 lbs.	31 50	32 00
Sows (heavy)	26 50	27 00
Fresh Pork—		
Leg of pork (trimmed) (foot on)	....	0 38
Loins (trimmed)	....	0 43
Loins (untrimmed)	....	0 41
Spare ribs	....	0 25
Trimmed shoulders	0 29	0 30

Fresh Beef—

(Cows)			(Steers)
$0 25	$0 26	..Hind quarters.. $....	$0 30
0 14	0 17	.Front quarters. 0 16	0 18
....	0 28	.... Loins	0 35
....	0 25	..... Ribs	0 28
....	0 15	.... Chucks 0 15	0 16
....	0 26	..... Hips	0 28

Calves (as per grade)	0 22	0 27
Lambs, 30-40 lbs.(whole carcass), lb.	....	0 36
No. 1 Mutton (whole carcass), lb.	....	0 20

Bacon Still Firm; So Also Are Hams

Montreal.

CURED MEATS.—Summer sales of bacon and ham have continued active and the result is a fully maintained price basis. There has been a slight advance in prices on breakfast bacon here and there and 50c is a base price for plain backs, while breakfast bacon, according to grade, is selling at 49c to 50c per lb. Barrel pork is unchanged and rather inactive.

Hams —		
Medium, smoked, per lb.—		
(Weights), 12-14 lbs.	....	0 46
14-20 lbs.	....	0 46
20-25 lbs.	....	0 42
25-35 lbs.	....	0 38
Backs—		
Plain	....	0 50
Breakfast, per lb. (as to qual.)	0 49	0 56
Rolls, per lb.	0 38	0 39
Dry Salt Meats—		
Long clear bacon, ton lots	0 30½	0 31½
Long clear bacon, small lots	0 31	0 32
Barrel Pork—		
Fat backs, lb.	....	0 33
Canadian short cut (bbl.) 30-40 pieces	62 00	62 50
Clear fat backs (bbl.) (40-50 pieces	....	69 00
Heavy mess pork (bbl.)	....	52 00
Bean pork (bbl.) (American) (60-80 pieces)	....	54 50

Ready Sellers Are Most Cooked Meats

Montreal.

COOKED MEATS.—A ready demand continues to be made for the various kinds of cooked meats so popular at this season of the year. Prices on cooked and roast hams are firm at 64c, and, regardless of these fancy prices, the sales are heavy.

Head Cheese	0 13	0 15
Choice jellied ox tongue	0 65	0 66
Jellied pork tongues	....	0 44
Ham and tongue, lb.	....	0 32
Veal and tongue	....	0 25
Hams, roast	....	0 64
Hams, cooked	....	0 64
Shoulders, roast	....	0 52
Shoulders, boiled	....	0 52
Pork pies (doz.)	....	0 85
Blood pudding, lb.	....	0 12

Lard Demand Eased But Not the Price

Montreal.

LARD.—There has been, if anything, a lessened demand for lard this week. Buyers seem to have had what they required for the immediate present, and movement, therefore, became more restricted. Prices, nevertheless, have been firm and the undertone strong.

LARD, pure—		
Tierces, 400 lbs., per lb.	0 37¼	0 37½
Tubs, 50 lbs., per lb.	0 37½	0 38
Pails, 20 lbs., per lb.	0 37¾	0 38¼
Bricks, 1 lb., per lb.	0 39	0 40

Lighter Movement For Shortening

Montreal.

SHORTENING.—Movement of this has been less marked during the week. This has apparently not had any effect upon the price basis, which remains firm. Some of the trade brands have, as a matter of fact, been marked up.

SHORTENING—		
Tierces, 400 lbs., per lb.	....	0 31
Tubs, 50 lbs., per lb.	0 31¼	0 31½
Pails, 20 lbs., per lb.	0 31½	0 31¾
Bricks, 1 lb., per lb.	....	0 32½

Oleomargarine is in Modified Demand

Montreal.

MARGARINE.—As is usual, the midsummer demand for oleomargarine is limited to such quantities as the trade can dispose of within a short period. Sales are therefore made in small lots to dealers, and the price basis remains steadily unchanged.

Margarine—		
Prints, according to quality, lb.	0 36	0 38½
Tubs, according to quality, lb.	0 32	0 34½

Butter Will Lower it is Expected

Montreal.

BUTTER.—With best creamery grades of butter selling in Chicago around 48c to 49c per lb., it is obvious that prices here will be affected. In addition to this fact sales at various points in this district were made at from 50⅞c to a little above 51c. Actual differences in the buying prices reached 1⅝c to 2c per lb., these reductions indicating the change for the week. Weekly receipts ending last Saturday were 24,348 packages, an increase of 2,957 packages over the same period of 1918. Total season's receipts are not materially different to date than those for 1918.

BUTTER—		
Creamery prints, fresh made..	....	0 55
Creamery, solids, fresh made..	....	0 54
Dairy prints	....	0 45
Dairy, in tubs, choice	....	0 44

Cheese Lower in Country; May Be Less

Montreal.

CHEESE.—In view of the changes made in the rate of foreign exchange, cheese buying prices have declined considerably. From 1⅛c to 2¼c per lb. reduction was paid on the various boards last week. Demand has continued active from European sources and it is stated that a great deal of business has been conducted privately.

In point of receipts there has been a considerable decline over the comparative period last year. Some 87,477 boxes were received for the week ending July 5, and for season the receipts have been over 54,000 boxes less than for 1918 season to date. Local prices should be somewhat less if the exchange situation holds as it now is.

CHEESE—		
New, large, per lb.	....	0 32
Twins, per lb.	0 32	0 32½
Triplets, per lb.	....	0 32
Stilton, per lb.	....	0 35
Fancy, old cheese, per lb.	0 35	0 36

Strictly Good Eggs Are the Most Sought

Montreal.

EGGS.—Buyers seem willing to pay the higher prices for choice eggs, and these are now selling actively. Even number one stock is not a big seller. In view of the demand for the better eggs, therefore, prices have held

firmly, and fancy returns have been made for choice stock to the producer.

It is significant to note that the receipts for 1919, to date, show the large increase of 66,108 cases over the same period a year ago. The improved export selling has taken much of the supply coming forward, and of course, has received a lot of stock. Over 108,000 cases were in storage at Montreal on July 1.

EGGS—		
No. 2	....	0 43
No. 1	....	0 48
Selects	....	0 54
New laids	....	0 58

Big Receipts Now of Live Poultry

Montreal.

POULTRY.—Prices on live poultry have declined somewhat and there are very free offerings. The receipts continue to improve. Cold storage stock is decreasing in supply and there continues to be an export demand. Summer demand continues active in the city.

POULTRY (dressed)— (Selling Prices)		
Chickens, roast (3-5 lbs.)	0 40	0 41
Chickens, roast (milk fed)	0 45	0 46
Broilers (3-4 lb. pr.)	0 44	0 47
Ducks—		
Brome Lake (milk fed green)	....	0 46
Young Domestic	0 38	0 40
Turkeys (old toms), lb.	....	0 49
Turkeys (young)	....	0 50
Geese	0 30	0 31
Old fowls (large)	....	0 36
Old fowls (small)	....	0 32
POULTRY (live)— (Buying Prices)		
Live—Old fowl	0 28	0 29
Roasters	0 19	0 21
Turkeys	....	0 37
Broilers	0 36	0 44

Salmon is Higher; Lake Fish Limited

Montreal.

FISH.—Supplies of fresh fish are somewhat limited, in speaking comparatively with the past two or three weeks. In a general sense, prices are somewhat firmer. Gaspe salmon season is well along and the tendencies are ever upward for this variety. Pickled and salt fish are in light demand, with prices easy, but unchanged. A scarcity of haddock is manifest this week.

FRESH FISH		
Carps, per lb.	0 11	0 12
Dore	....	0 20
Eels, lb.	....	0 10
Bullheads (dressed)	....	0 15
Gaspereaux, each	....	0 07
Haddies	0 12	0 13
Fillet Haddies	....	0 20
Haddock	....	0 08
Halibut, Eastern	0 24	0 24
Halibut, Western	0 23	0 24
Steak, cod	0 09	0 10
Market cod	0 06½	0 07
Flounders	....	0 08
Prawns	....	0 30
Pike, per lb.	0 12	0 13
Live lobsters	0 45	0 50
Boiled lobsters	0 35	0 40
Salmon (B.C.), per lb., Red	0 30	0 32
Salmon, Gaspe	0 35	0 40
Shad	....	0 13
Skate	....	0 17
Lake Trout	....	0 20
Mackerel	....	0 16
Shrimps	0 35	0 40
Whitefish	0 17	0 18
Trout, brook	....	0 40
FROZEN FISH		
Gaspereaux, per lb.	0 06½	0 07
Halibut, large and chicken	0 19	0 20
Halibut, Western	0 20	0 21
Halibut, medium	0 21	0 22
Haddock	0 06	0 06½
Mackerel	0 14	0 15
Dore	0 14	0 15
Smelts, No. 1, per lb.	0 12	0 13
Smelts, No. 2, per lb.	0 07	0 08
Pike, Headless and Dressed	0 10	0 11
Market Cod	....	0 05½
Whitefish, small	0 11	0 12
Sea Herrings	0 07½	0 08
Steak Cod	....	0 08
Gaspe Salmon, per lb.	0 24	0 25
Salmon Cohoes, round	0 17½	0 18
Salmon, Qualla, Hd. and Dd.	0 13	0 14
Whitefish	0 15	0 16
Smelts, extra large	....	0 22
Lake Trout	0 19	0 20
Lake Herrings, bag, 100 lbs.	....	6 00
Alewires	0 05½	0 06
SALTED FISH		
Codfish—		
Codfish, large bbl., 200 lbs.	....	$20 00
Codfish, No. 1, medium, bbl., 200 lbs.	18 00	....
Codfish, No. 2, 200 lb. barrel	17 00	....
Pollock, No. 1, 200 lb. barrel		15 00
Codfish, strip boneless (30-lb. boxes), lb.	0 20	0 23
Codfish (boneless) (24 1-lb. cartons)		0 20
Codfish (Ivory) (2-lb. blocks, 20-lb. bx)		0 19
Boneless cod (2-lb.)	....	0 23
Shredded codfish (12-lb. box)	....	2 50
Dried codfish (100-lb. bbl.)	....	20 00
PICKLED FISH		
Herrings (Scotch cured), barrel	11 25	12 00
Scotia, barrel	....	12 00
Do., half barrel	....	6 25
Mackerel, barrel	....	34 00
Salmon, Labrador (200 lbs.)	....	26 00
Salmon, B.C. (200 lbs.)	....	24 50
Sea Trout (200-lb. bbls.)	....	25 00
Turbot (200 lbs.)	....	17 00
Codfish, tongues and sound, lb.	....	0 15
Eels, lb.	0 16	0 17
OYSTERS		
Cape Cod, per barrel	....	16 00
Batouche, per barrel	....	15 00
Scallops, gallon	....	4 50
Can No. 1 (Solids)	....	2 50
Can No. 3 (Solids)	....	7 50
Can No. 5 (Solids)	....	12 50
Can No. 1 (Selects)	2 50	3 00
Can No. 3 (Selects)	....	9 00
SUNDRIES		
Paper Oyster Pails, ⅛ per 100		1 75
Crushed Oysters Shell, 100-lbs.		$1 60
Paper Oyster Pails, ¼-lb. per 100		2 25

ONTARIO MARKETS

TORONTO, July 11—In produce lines, quotations show no tendency to decline. In fact advances are more in evidence. Hams and bacon are for the most part steady and firm, and fresh meats are holding at strong levels. The egg market is higher, with butter firm. Cooked meats have advanced again from two to three cents per pound. Poultry is arriving in larger quantities.

Fresh Meats Hold at Strong Levels

Toronto.

FRESH MEATS. — Quotations on fresh meats show very few changes as compared with a week ago. During the hot days there is not the same demand for meats. Spring lamb is selling very well at from 38c to 40c per lb. The market for live hogs continues very strong, and cuts of dressed pork are correspondingly high.

FRESH MEATS		
Hogs—		
Dressed, 70-100 lbs., per cwt.	....	$30 00
Live, oi cars, per cwt.	23 50	23 75
Live, fed and watered, per cwt.	23 00	23 50
Live, f.o.b., per cwt.	22 00	22 50
Fresh Pork—		
Legs of pork, up to 18 lbs.	....	0 40
Loins of pork, lb.	0 42	0 43
Tenderloins, lb.	....	0 45
Spare ribs, lb.	0 20	0 21
Picnics, lb.	0 28	0 30
New York shoulders, lb.	0 28	0 31
Montreal shoulders, lb.	0 29	0 32
Boston butts, lb.	....	0 35
Fresh Beef—From Steers and Heifers—		
Hind quarters, lb.	0 28	0 30
Front quarters, lb.	0 14	0 17
Ribs, lb.	0 25	0 30
Chucks, lb.	0 12	0 14
Loins, whole, lb.	0 32	0 35
Do., short, lb.	0 30	0 38
Hips, lb.	0 25	0 28
Cow beef quotations about 2c per lb. below above quotations.		
Calves, lb.	0 20	0 26
Lambs, whole, lb.	0 28	0 30
Spring lamb	0 38	0 40
Sheep, whole, lb.	0 14	0 16
Above prices subject to daily fluctuations of the market.		

Provisions Are Steady and Firm

Toronto.

PROVISIONS.—No change is reported in the market for provisions this week. Breakfast bacon, ordinary, is quoted at from 48c to 50c per lb., and fancy breakfast bacon at from 57c to 59c. Roll bacon is 38c. Long clear bacon and fat backs are slightly higher.

Hams—		
Medium	0 46	0 48
Large, per lb.	....	0 44
Backs—		
Skinned, rib in	....	0 49
Boneless, per lb.	0 55	0 58
Bacon—		
Breakfast, ordinary, per lb.	0 48	0 50
Breakfast, fancy, per lb.	0 57	0 59
Roll, per lb.	....	0 38
Wiltshire (smoked sides), lb.	0 41	0 42
Dry Salt Meats—		
Long, clear bacon, av. 50-70 lbs.	0 33	0 35
Do., av. 70-100 lbs.	0 28	0 30
Fat backs, 16-20 lbs.	....	0 33
Out of pickle, prices range about 2c per pound below corresponding cuts above.		
Barrel Pork—		
Mess pork, 200 lbs.	0 52	0 53
Short cut backs, bbl., 100 lbs.	60 00	63 00
Pickled rolls, bbl., 200 lbs., heavy	....	60 00
Do., do., do., lightweight	....	60 00
Above prices subject to daily fluctuations of the market.		

Cooked Meats Are in Heavy Demand

Toronto.

COOKED MEATS.—The excessive demand for cooked meats just now has sent prices soaring, and new high levels have been reached on both boiled and cooked hams. Boiled hams are selling at 65c, and roast hams at 66c. Roast shoulders without dressing are quoted at a substantial advance at 60c per lb. Choice jellied ox tongue is quoted at from 65c to 67c. Pork and tongue are selling at from 48c to 52c.

Boiled hams, lb.	....	0 65
Hams, roast, without dressing, lb.	0 65	0 66
Shoulders, roast, without dressing, per lb.	....	0 60
Head Cheese, 6s, lb.	0 14	0 15
Meat Loaf with Macroni and Cheese, lb.	....	0 27
Choice jellied ox tongue, lb.	0 65	0 67
Pork and Tongue, lb.	0 48	0 52
Above prices subject to daily fluctuations of the market.		

Butter Selling Unchanged

Toronto.

BUTTER.—Prices of butter are holding steady, showing no change as com-

pared with last week. The Montreal market is lower. It is stated that the British Government is not buying just now, and this has a tendency to ease the situation. Creamery prints are selling to the trade at from 53c to 55c.

Creamery prints (fresh made)	0 53	0 55
Creamery solids (fresh made)	....	0 54
Dairy prts., fresh separator, lb.	....	0 47
Dairy prints, No. 1, lb.	....	0 45

Cheese is Holding at Firm Figures

Toronto.

CHEESE.—No change is reported in the cheese market this week. Large shipments are being sent overseas. The new large cheese are quoted at from 32c to 32½c, and Stiltons at 34c.

Cheese—		
New, large	0 32	0 32½
Stilton (new)	....	0 34

Twins ½c lb. higher than large cheese. Triplets 1½c higher than large cheese.

Lard Has a Brisk Inquiry

Toronto.

LARD.—The market for lard is very strong, and prices are holding at strong figures. Dealers are quoting lard tierce basis, at from 36½c to 37c.

Lard tierces, 400 lbs., lb.	0 36½	0 37

In 60-lb. tubs, ½c higher than tierces, pails ¾c higher than tierces, and 1-lb. prints, 2c higher than tierces.

Shortening is Selling Well

Toronto.

SHORTENING.—There is a wide range of prices on shortening. There is a good demand for the same, and quotations range all the way from 30c to 33c per pound.

Shortening, tierces, 400 lbs., lb.	0 31	0 31¾

Egg Receipts Show a Falling Off

Toronto.

EGGS.—There has been a heavy falling off in the receipts of eggs and there is keen competition between exporters and local dealers for the supplies. Prices are a little higher, new-laids selling at from 47c to 48c, and in cartons at from 50c to 52c.

Eggs—		
New laids in cartons, doz.	0 50	0 52
New laids, doz.	0 47	0 48

Prices shown are subject to daily fluctuations of the market.

Little Demand For Margarine

Toronto.

MARGARINE. — There is not much demand for margarine these days. Sale is a little slow, and no change is reported in quotations to the trade.

Margarine—		
1-lb. prints, No. 1	0 35	0 36
Do., No. 2	0 32	0 34
Do., No. 3	0 28	0 29

Solids 1c per lb. less than prints.

Poultry Supplies Are Increasing

Toronto.

POULTRY.—Better supplies of fowl are now coming forward to the market. There is a good demand for all fresh fowl available, and, of course, a good share of the demand is still being supplied by frozen stuff. Spring chicken is selling at from 50c to 55c per lb., and ducklings at from 35c to 40c. Receipts of either of the aforementioned are not heavy, but are showing expansion from week to week.

Prices paid by commission men at Toronto:

	Live	Dressed
Ducklings, lb.	$....-$0 35	$....-$0 40
Turkeys, old, lb.	....- 0 25	....- 0 30
Do., young, lb.	....- 0 30	....- 0 35
Roosters, lb.	....- 0 22	....- 0 25
Fowl, over 4½ lbs.	....- 0 28	....- 0 28
Fowl, under 4½ lbs.	....- 0 26	....- 0 26

Prices quoted to retail trade:

		Dressed
Hens, heavy	$....	$0 35
Do., light	....	0 33
Chickens, spring	0 50	0 55
Ducklings	0 35	0 40
Turkeys	0 35	0 45

Fish Selling at Easy Levels

Toronto.

FISH.—The Government operations in fish is causing keen competition among the dealers, and the ridiculously low prices that the Government is paying is making it exceedingly hard for the fish dealers to do busienss. Chicken halibut is selling at from 21c to 22c. There is very little fresh Restigouche salmon coming forward, but the frozen salmon is selling at 25c. Fresh pickerel is quoted at 16c and fresh mackerel at 10c.

FRESH SEA FISH

Cod Steak, lb.	$0 11	$0 12
Do., market, lb.	0 09	0 10
Haddock, heads off, lb.	....	0 10
Halibut, chicken	0 21	0 22
Do., medium	0 22	0 23
Flounders, lb.	0 07	0 10
Salmon, Restigouche	0 30	0 35

FROZEN SEA FISH

Salmon—		
Salmon, Restigouche	....	0 25

FRESH LAKE FISH

Lake herring, lb.	....	0 10
Trout, lb.	0 15	0 16
Whitefish, lb.	0 11½	0 15
Mullets, lb.	....	0 05
Fresh pickerel	0 15	0 16
Ciscoes	....	0 16
Pike	0 09	0 10
Fresh mackerel	....	0 10

WINNIPEG MARKETS

WINNIPEG, July 8—The market for provisions is very strong. Receipts of hogs are not heavy and prices are at high figures. There has been no decline in butter prices, and receipts of eggs are affected by the hot weather.

Hogs Steady; Light Receipts

Winnipeg.

HOGS.—While the hog markets in the United States have been going to new high levels, the local market is fairly steady at $21.50 to $22. Receipts are light.

Eggs Affected By Hot Weather

Winnipeg.

EGGS.—Hot weather is still affecting the quality of eggs coming to market. A range of from 40 to 45 cents per dozen is being paid for the general run of eggs.

No Drop in Butter Prices

Winnipeg.

BUTTER.—The local market is firmer. Prices being quoted on this market are out of line with those prevailing in Eastern Canada and in the United States. They are also out of line with Montreal prices for export trade. This condition is largely a result of the recent strike in Winnipeg and surrounding cities. No. 1 creamery butter is quoted at 54 cents to the trade.

Sugar Scarcity Just Temporary

Winnipeg.

SUGAR.—The demand for refined sugar is unusually heavy and a temporary scarcity of supplies exists owing to the interruption in shipping caused by the strike. Values are practically unchanged and the market is holding steady at following quotations:

Granulated, 100-lb. bags	....	10 95
Do., 50-lb. bags	....	11 05
Do., 5 x 20s	....	11 40
Lump, 100-lb. cases	....	11 90
Do., 50-lb. boxes	....	12 10

GENERAL MARKETS

Continued from page 42

36, 1⅛s, per case	....	$4 25
24, 2½s, per case	....	4 50
12, 5s, per case	....	4 25
6, 10s, per case	....	4 25

Canned Goods Are in Good Demand

Vancouver.

CANNED GOODS.—No change is reported in these lines. There is a good demand for all available, and prices rule at strong figures.

Canned tomatoes, 2½s, doz.	....	2 00
Do., peas., standard 2s, doz.	....	1 77½
Do., early June, 2s, doz.	....	1 92½
Do., corn, 2s, doz.	....	2 47
Do., beans, green, doz.	....	2 25
Do., Do., yellow	....	2 25
Do., raspberries, 2s, doz.	....	4 10
Do., strawberries, 2s, doz.	....	4 25
Do., peaches, 2½s, doz.	....	3 50
Do., plums, 2s, doz.	....	2 10
Do., pineapple, 2s, doz.	....	3 25
Do., pumpkin, 2½s, doz.	....	1 50

Market For Rices Continues Strong

Vancouver.

RICES.—The situation in rices continues at very strong levels. Supplies among the dealers are getting scarce, and the tendency is toward higher levels.

Rice, Japan, No. 1, per ton	....	250 00
Do., Do., No. 2, per ton	....	.....
Do., China, No. 1, per 40 mats	....	250 00
Do., Do., No. 2, per 40 mats	....	200 00
Do., California	....	210 00
Tapioca, 140s	....	....
Sago, 140s	....	0 13

Have No Hesitation

in choosing

'Bluenose' Butter

it always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about it. Order from your grocer.

SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax . N.S.

LARD

A good time to buy lard. And when you buy—buy "Star" Brand. There will be a big demand for lard to go to Europe—prices will be higher.

Made Under Government Inspection

F. W. FEARMAN CO.
LIMITED
HAMILTON

When You Decide on an

ARCTIC

You are choosing what most grocers and butchers for half a century have selected after the most careful examination.

One merchant says, after forty years' use of Arctic Refrigerators: "Arctics for me always." Wouldn't the same satisfaction be worth your while?

Write at once for free catalogue and prices.

JOHN HILLOCK & CO., Limited
Office, Showrooms and Factory: 154 George St., Toronto
AGENCIES:—A. Tilley, 54 McGill College Ave., Montreal; Geo. Cameron, Sparks St., Ottawa; J. McMillan, 200 Main St., Winnipeg; Western Butchers Supply Co., Regina, Sask.; M. E. Watt, 572 Knox St., Vancouver, B.C.

Man Left You, Did He?

And for the life of you you don't know where to find another to replace him. Well, our advice to you—and it's good advice—is: Find him by advertising—a small condensed advertisement in CANADIAN GROCER.

If you wanted a blacksmith, we wouldn't recommend CANADIAN GROCER, but when it comes to finding a man for the grocery business, honestly we don't know of a better or cheaper way of finding him than the use of CANADIAN GROCER.

The way to find the man you want is to look for him where he is likely to be found—in the grocery business.

Rate is 2 cents a word first insertion and 1 cent per word each subsequent insertion. Five cents additional per insertion when replies are to be sent to Box Number in our care. Send your advertisement and remittance to

Canadian Grocer Want Ads. 143-153 University Avenue TORONTO

Your Customers Need "Snowflake" Shortening

A window display of shortening at this time of the year means increased sales. The berry season with shortcakes, pies, etc., is here and the housewife needs more shortening.

Display and recommend

Snowflake Shortening

"Snowflake" makes satisfied customers by helping the housewife bake delightful cakes and flaky, crisp pies and biscuits.

"Snowflake" carries a liberal margin of profit for the dealer, which makes it worth while pushing—besides it is easy to sell. For satisfactory results economically procured, you can confidently recommend "Snowflake" to your customers.

Snowflake Shortening comes in handy 1-lb. cartons or 3, 5, 10, 20-lb. pails.

Our nearest plant will fill your order by express.

Matthews - Blackwell, Ltd.

Established 1852

Plants at	*Branch Houses:*
Toronto, Montreal, Hull, Peterboro, Brantford.	Winnipeg, Fort William, Ottawa, Sydney, Halifax.

Where Quality Counts

You know by experience, of course, that the amount of business you do along any particular line depends entirely on the quality of the goods. That is the very reason why it is to your interest to sell the popular

Brunswick
Brand
Sea Foods

These delectable, wholesome sea foods make a positive appeal to the most fastidious tastes. The extreme care exercised in selecting, processing and packing is a pretty sure guarantee of "come-back" sales and satisfied customers.

Here's the List.

¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies
(Oval and Round Tins)
Kippered Herring
Herring in Tomato Sauce
Clams

Connors Bros.
LIMITED
Black's Harbor, N.B.

MADE IN CANADA

Taylor & Pringle Co.
Limited
OWEN SOUND, ONT.

Manufacturers of

PICKLES, CATSUPS, SAUCES,
VINEGAR, CIDER, ETC.
QUEEN QUALITY PICKLES
UNIVERSAL FRUIT SAUCE
PARAGON PICKLES
CATSUP RELISH

TAYLOR & PRINGLE'S PRODUCTS ARE GOOD PRODUCTS

Windsor Table Salt
Made in Canada

is made in the most modern plant in America; it is ALL SALT—pure, clean salt—that your customers know and use.

THE CANADIAN SALT CO., LIMITED 258

MACDONALD'S Popular Brands

"The Tobacco with a heart"—Macdonald's trade mark of quality—have been the popular plug tobaccos since 1858. Order Macdonald's and ensure satisfied customers.

Plug Smoking

"British Consols"
"Brier"
"Index"

Trade Mark Registered

Plug Chewing

"Prince of Wales"
"Napoleon"
"Black Rod" (Twist)
"Crown"

Trade Mark Registered

W. C. MACDONALD, REG'D.

Established Over 60 Years *Incorporated.*

MONTREAL, QUE.

TRADE EXCELSIOR MARK

Every "Excelsior" Broom is well formed, well sewn and evenly balanced—

So is the Price

Order a trial supply. We'll ship right "off the bat" and will give your order, be it small or large, our very best attention. Excelsior Brooms and Whisks will give you good profits and your customers 100 per cent. value for the price charged.

Order now while it is in your mind

J. C. SLOANE CO.

845 5th Avenue E., Owen Sound, Ontario

COSGRAVE'S PURE Malt Vinegar

It pays you best to sell branded, guaranteed goods. That's why you ought to sell COSGRAVE'S PURE MALT VINEGAR.

Attractively Labeled Bottles—2 Sizes

RETAIL PRICES:

Large Bottle 25c. Small Bottle 15c.

100% Pure *Well Advertised*

ASK YOUR JOBBER FOR IT

Quality Stores Handle Quality Goods

THE prestige that lies behind **McCORMICK'S Quality** means thousands of dollars to the merchants of Canada. The consumer gauges the quality of the store by the variety of high-class, trade-marked goods it handles. The McCORMICK lines are advertised to the consumer as standard products. Therefore the progressive merchant who keeps in touch with the needs and tastes of his customers is never without

McCORMICK'S
JERSEY CREAM SODAS

They are the highest quality biscuits. They have broken all records in Biscuit Popularity.

Also makers of Fancy Biscuits

The McCormick Mfg. Company Limited, London, Can.

Branches: Montreal, Ottawa, Hamilton, Kingston, Winnipeg, Calgary, St. John, N. B., Port Arthur

Canada Food Board Licenses, 11-003 14-166.

The
Malcolm Condensing Co.
Limited
ST. GEORGE, ONT.

An Additional Recommendation

When you're selling her a can of Malcolm Milk Products, back up the statement that Malcolm's are just as good, if not better, than the imported varieties with the additional fact that Malcolm Milk Products are **entirely and absolutely Made-in-Canada.**

From the point of view of your own interest it is good business to keep the money in Canada by selling and recommending Canadian-made goods. Especially when they are the equal at least of the imported varieties.

On a busy Saturday night, which would you rather hand out — an explanation or Gold Dust?

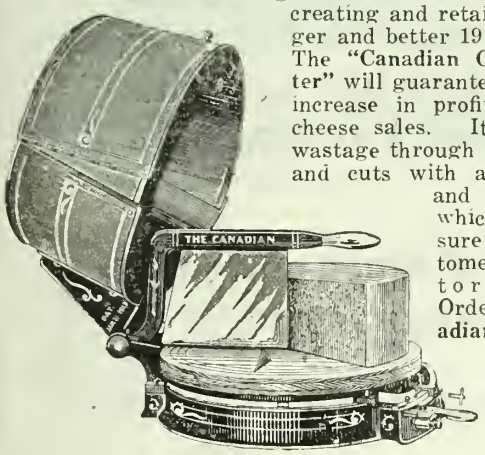
MADE IN CANADA

Let the GOLD DUST TWINS do your work.

THE N.K. FAIRBANK COMPANY
LIMITED MONTREAL

Better equipment will bring you better business in 1919

Prepare now for a more profitable turnover during the year. Proper equipment will be a mighty strong means of consolidating the trade of the past, while creating and retaining a bigger and better 1919 business. The "Canadian Cheese Cutter" will guarantee you a big increase in profits on your cheese sales. It eliminates wastage through scraps, etc., and cuts with an accuracy and rapidity which will assure your customer satisfactory service. Order a "Canadian" to-day and reap your share of prosperity. Only $18.00.



The CANADIAN Open

The Computing Cheese Cutter Co.

WINDSOR, ONT.

VOL-PEEK

15 Cents

Mends Holes in Pots and Pans

60 % Profit in this Line

Vol-Peek makes big profits for the dealer. No expense—simply hand over the counter. Comes to you in an attractive display stand. Individually wrapped.

Vol-Peek appeals to the housewife. Mends all kinds of kitchen utensils, such as Pots, Pans, Tinware, Graniteware, Copper, Aluminum, etc., at half cent per mend—easily applied (no tools required), and hardens quickly.

Order a display stand to-day of 24 packages, $2.25. Vol-Peek is guaranteed and backed by our extensive advertising.

At your jobbers or direct.

H. NAGLE & CO., Box 2024, MONTREAL
(Owning and operating Vol-Peek Mfg. Co.) Canada

PEACHES PEACHES

Georgia Belles, Fine Yellow Flesh, Free Stones.

CALIFORNIA FRUITS

Plums Peaches Pears Cherries

We have cars of the best varieties now arriving regularly.

CANTELOUPES CANTELOUPES

Quality never was better. Prices lower.

GEORGIA WATERMELONS

California Oranges, Lemons, Grapefruit.

Canadian Small Fruits now coming. We get large consignments daily.

RASPBERRIES, CHERRIES, GOOSEBERRIES

ALL Kinds of VEGETABLES, Domestic and Foreign.

PETERS DUNCAN LIMITED

Head Office : 88 FRONT STREET, E., TORONTO

Branchess : **NORTH BAY, SUDBURY, COBALT, TIMMINS**

Traveler's Half-Holiday Guide Book For You

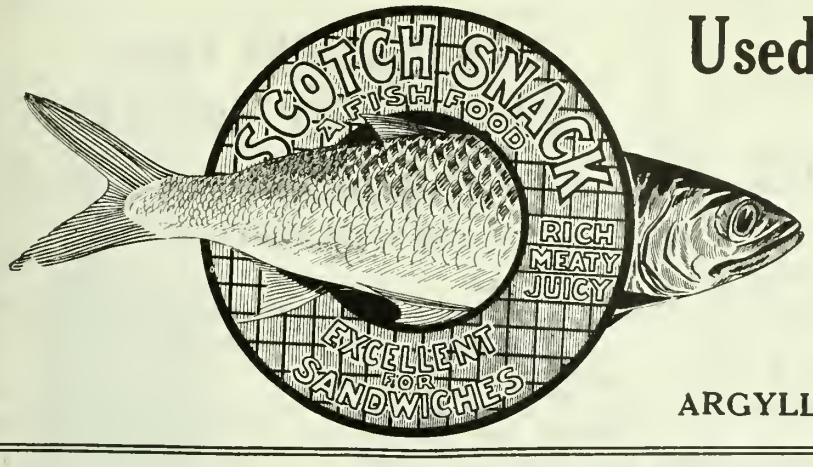
CANADIAN GROCER has had printed in booklet form, list of half holidays in cities and towns in each province of Canada. The booklet also contains lists of Summer and Fall Fairs, Quebec Province holidays, etc.

It is a very handy guide for traveling salesmen and copy will be sent to anyone interested without charge.

Wire, Phone, or send us a card.

CANADIAN GROCER

143-153 University Ave., Toronto **Phone M. 7324**



Used in the best Hotels

Scotch Snack

is recommended by the chefs in some of the best hotels in the country. Its delicious goodness appeals to all.

Every jar of Scotch Snack is put up in attractively labelled jars and keeps a long time without spoiling.

Get a trial supply

ARGYLL BUTE, 637 St. Urbain St., MONTREAL

KING GEORGE'S NAVY

CHEWING TOBACCO

Will get you the tobacco trade

There is a distinctively different "flavor" to every chew of King George's Navy that captivates the taste of discriminating "chews." That's why selling it is so very worth while. It gets the dealer the tobacco trade and holds it, too.

You're selling King George's Navy, of course?

Rock City Tobacco Co., Ltd.

MACARONI

The pure food that builds Muscle and Bone at small expense

The Meat of The Wheat

MANUFACTURED BY THE

Columbia Macaroni Co.

LIMITED

LETHBRIDGE ALTA.

Salesmen Wanted

Men who have worked up a connection with the trade are far more valuable to you than inexperienced men. The way to locate them is through your trade paper, because wide-awake salesmen read it. When in need of salesmen use the Want Ad Page; the rates are 2 cents per word first insertion and one cent per word for each subsequent insertion, a charge of 5 cents extra is made for Box Number to cover cost of forwarding replies.

The New Label Draws Custom

The quality of Shirriff's Orange Marmalade could not be improved upon, so we decided to make a more attractive label. This means increased sales for the dealer who handles

Shirriff's

(True Seville)

Orange Marmalade

An artistic window or counter display of this matchless product is bound to bring new customers and when they have once tried Shirrif's they will want it regularly. It has a fascinating flavor that even the best home-made marmalade cannot have—made by experts from Seville oranges and pure cane sugar. Lay in a supply to-day. You will find ready sales.

Imperial Extract Co.

Toronto, Ontario

Agents for Canada:

Harold F. Ritchie & Co., Ltd.

Toronto Montreal

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $83.20 PER INCH PER YEAR

JAMS

DOMINION CANNERS, LTD.
Hamilton, Ont.

"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vav top Glass Jars, 16 oz. glass, 2 doz. case.	Per doz.
Blackberry	$3 35
Currant, Black	3 95
Pear	3 25
Peach	3 25
Plum	2 95
Raspberry, Red	3 95
Apricot	3 35
Cherry	3 45
Gooseberry	3 35

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	$2 30
12 oz. Glass, Screw Top, 2 doz. in case	2 55
16 oz. Glass, Screw Top, 2 doz. in case	3 25
16 oz., Glass, Tall, Vacuum, 2 doz. in case	3 25
2's Tin, 2 doz. per case	5 10
4's Tins, 12 pails in crate, per pail	0 82
5's Tin, 8 pails in crate, per pail	1 01
7's Tin or Wood, 6 pails in crate	1 42
30's Tin or Wood, one pail in crate, per lb.	0 20

PORK AND BEANS "DOMINION BRAND"

	Per doz.
Individual Pork and Beans, Plain, 75c, or with Sauce, 4 doz. to case	$0 85
1's Pork and Beans, Flat, Plain, 4 doz. to case	0 92½
1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case	0 95
1's Pork and Beans, Tall, Plain, 4 doz. to case	0 95
1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to the case	0 97½
1½'s (20 oz.) Plain, per doz.	1 25
Tomato or Chili Sauce	1 27½
2's Pork and Beans, Plain, 2 doz. to the case	1 50
2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case	1 52½
2½'s Tall, Plain, per doz.	2 00
Tomato or Chili Sauce	2 35

Family, Plain, $1.75 doz.; Family, Tomato Sauce, $1.95 doz.; Family, Chill Sauce, $1.95 doz. The above 2 doz. to the case.

CATSUPS—In Glass Bottles

	Per doz.
½ Pts., Aylmer Quality	$1 90
Pts., Aylmer Quality	2 35
	Per jug.
Gallon Jugs, Aylmer Quality	1 62½
	Per doz.
Pints, Delhi Epicure	2 70
½ Pints, Red Seal	1 45
Pints, Red Seal	1 90
Qts., Red Seal	2 45
Gallons, Red Seal	6 45

BORDEN MILK CO., LTD., CONDENSED MILK

Terms, net, 30 days.

Eagle Brand, each, 48 cans	$9 60
Reindeer Brand, each 48 cans.	9 15
Silver Cow, each 48 cans	8 40
Gold Seal, Purity, each 48 cans	8 25
Mayflower Brand, each 48 cans	8 25
Challenge Clover Brand, each 48 cans	7 75

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	$6 65
Jersey Brand, Hotel, each 24 cans	6 65
Peerless Brand, Hotel, each 24 cans	6 65
St. Charles Brand, Tall, each 48 cans	6 75
Jersey Brand, Tall, each 48 cans	6 75
Peerless Brand, Tall, each 48 cans	6 75
St. Charles Brand, Family, each 48 cans	5 75
Jersey Brand, Family, each 48 cans	5 75
Peerless Brand, Family, each 48 cans	5 75
St. Charles Brand, small, each 48 cans	2 90
Jersey Brand, small, each 48 cans	2 90
Peerless Brand, small, each 48 cans	2 90

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	$6 25
Reindeer Brand, small, each 48 cans	6 50
Regal Brand, each 24 cans	5 90
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. CLARK, LIMITED MONTREAL

Compressed Corn Beef—½s, $2.90; 1s, $4.90; 2s, $9.35; 6s, $34.75.
Lunch Ham—1s, $6.95; 2s, $13.85.
Ready Lunch Beef—1s, $4.90; 2s, $9.
English Brawn — ½s, $2.85; 1s, $4.45; 2s, $8.95.
Boneless Pig's Feet—½s, $2.85; 1s, $4.45; 2s, $8.95.
Ready Lunch Veal Loaf—½s, $2.40; 1s, $4.40.
Ready Lunch Beef-Ham Loaf—½s, $2.40; 1s, $4.40.
Ready Lunch Beef Loaf—½s, $2.40; 1s, $4.40.
Ready Lunch Asst. Loaves—½s, $2.45; 1s, $4.45.
Geneva Sausage—1s, $4.35; 2s, $8.75
Roast Beef—½s, $2.90; 1s, $4.85; 2s, $9.45; 6s, $34.75.
Roast Mutton—1s, $6.95; 2s, $11.95; square cans, $45.00.
Boiled Mutton—1s, $6.35; 2s, $11.95; 6s, $45.00.
Jellied Veal—½s, $3.25; 1s, $4.95; 2s, $9.25.
Cooked Tripe—1s, $2.85; 2s, $4.90.
Stewed Ox Tail—1s, $2.25; 2s, $4.45.
Stewed Kidney—1s, $4.40; 2s, $8.45.
Mince Collops—½s, $1.90; 1s, $3.75; 2s, $6.75.
Sausage Meat—1s, $3.85; 2s, $7.90.
Corn Beef Hash—½s, $1.90; 1s, $3.90; 2s, $5.75.
Beef Steak and Onions—½s, $2.90; 1s, $4.80; 2s, $8.85.
Jellied Hocks—2s, $9.45; 6s, $30.00.
Irish Stew—1s, $2.90; 2s, $5.80.
Cambridge Sausage—1s, $4.45; 2s, $8.75.
Boneless Chicken—½s, $5.95; 1s, $9.95.
Boneless Turkey — ½s, $5.90; 1s, $9.00.
Ox Tongue—½s, $4.95; 1s, $12.00; 1½s, $18.50; 2s, $23.95; 3½s, $44.00; 6s, $60.00.
Lunch Tongue—½s, $4.90; 1s, $10.45.
Mince Meat (Tins)—1s, $2.90; 2s, $4.00; 5s, $12.90.

MONSIEUR A. ESCOFFIER, CHEF DE CUISINE, CARLTON HOTEL, LONDON, the WORLD'S MOST EMINENT FOOD EXPERT, has prepared specially for export to CANADA, a selection of his most exquisite Chefs-d'oeuvres which have made his name supreme in Culinary Art amongst Royalty and discriminating epicures.

CANADIANS!

IS THE BEST GOOD ENOUGH FOR YOU?

If so we request you to try

ESCOFFIER SAUCE DIABLE—For Fish
DERBY SAUCE—Fish & Meats
SAUCE MELBA—For Sweets
For All Viands

ESCOFFIER PICKLES & CHUTNEY

ESCOFFIER SAUCE ROBERT & TOMATO CHUTNEY

We have recently manufactured

THE ESCOFFIER MEAT, GAME & FISH PASTES

in 12 varieties, for which we are experiencing extraordinary demands

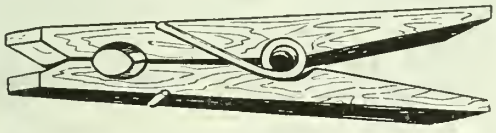
ORDER IMMEDIATELY

ESCOFFIER LIMITED, 6 Ridgmount St., London, Eng.

A.B.C. Code, 5th Edition

The Megantic Broom Mfg., Co., Ltd.

Manufacturers of Brooms and Clothes Pins



Lake Megantic, Que.

Our clothes pins are made and designed to **stay on** the line. And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

AGENTS: Boivin & Grenier, Quebec. Delorme Frere, Montreal. J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa. Harry Horne Co., Toronto. Tomlinson & O'Brien, Winnipeg. Oppenheimer Bros., Vancouver; McFarlane & Field, Hamilton, Canada.

OCEAN BLUE

In Squares and Bags.

EVERY woman takes a pride in having spotlessly white household linen. OCEAN BLUE gives the best results in the easiest way.

Give **all** your customers the opportunity of testing it, and you will soon need to

Order more from your Wholesaler.

HARGREAVES (CANADA) Limited

The Gray Building, 24 and 26, Wellington Street, W., Toronto

Western Agents: For Manitoba, Saskatchewan and Alberta: W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon: Creeden & Avery, Rooms 5 and 6, Jones Block, 407 Hastings Street West, Vancouver, B.C.

Canada Beaver Brand Brooms

All grades of Brooms. Best material of Illinois Corn.

10 different grades of whisks.

3 different grades of Toy Brooms.

10 different grades of Household Brooms.

Warehouse Brooms a specialty.

Best Maple Hardwood Handles.

Expert Workmen and first-class materials.

The
Canada Broom & Brush Co., Limited
RIDGETOWN, ONT.
Sales Manager
A. B. Campbell, 42 Geoffrey St. Toronto

ADVERTISING to be successful does not necessarily have to produce a basketful of inquiries every day.

The best advertising is the kind that leaves an indelible, ineffaceable impression of the goods advertised on the minds of the greatest possible number of probable buyers, present and future.

Mince Meat (Bulk)—5s, 17c; 10s, 16c; 25s, 15; 50s, $15.
Chateau Brand Pork and Beans, with Tomato Sauce—Ind., $1.05; 1s, $1.65; 2s, $2.35; 3s, $3.50.
With Plain Sauce—Ind., 95c; 1s, $1.60; 2s, $2.30; 3s, $3.30.
Chateau Brand Concentrated Soups—Celery, $1.45; Consomme, $1.45; Green Peas, $1.45; Julienne, $1.45; Mutton Broth, $1.45; Ox Tail, $1.45; Pea, $1.45; Scotch Broth, $1.45; Chicken, $1.60; Mock Turtle, $1.45; Tomato, $1.50; Vermicelli Tomato, $1.50; Soups and Bouilli, 6s, $15.
Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 85c; 1s, $1.00; 1½s, $1.45; 2s, $1.90; 3s, talls, $2.50; 6s, $8; 12s, $16.
Plain Sauce, Pink Label—Ind., 85c; 1s, $1.00; 1½s, $1.45; 2s, $1.90; 3s (talls), $2.50; 6s, $8; 12s, $12.
Chili Sauce (red and gold label)—Ind., 85c; 1s, $1.00; 1½s, $1.45; 2s, $1.90.
Vegetarian Baked Beans and Tomato Sauce—2s, $1.90.
Sliced Smoked Beef—½s, $2.45; 1s, $3.45; 4s, $24.
Canadian Boiled Dinner—1s, $2.35: 2s, $4.95.
Army Rations—Beef and Vegetables, 1s, $2.25; 2s, $4.95.
Spaghetti with Tomato Sauce with Cheese—½s, $1.35; 1s, $1.85; 3s, $3.25.
Tongue, Ham and Veal Pates—½s, $2.30.
Ham and Veal Pates—½s, $2.30.
Smoked Vienna Style Sausage—½s, $2.45.
Pate De Foie—¼s, 75c; ½s, $1.40.
Plum Pudding—½s, $1.95; 1s, $3.85.
Potted Beef Ham—¼s, 75c; ½s, $1.40.
Beef—¼s, 75c; ½s, $1.40.
Potted Tongue—¼s, 75c; ½s, $1.40.
Potted Game (Venison)—¼s, 75c; ½s, $1.40.
Potted Veal—¼s, 75c; ½s, $1.40.
Potted Meats (Assorted)—¼s, 80c; ½s, $1.45.
Devilled Beef Ham—¼s, 75c; ½s, $1.40. Beef—¼s, 75c; ½s, $1.40.
Devilled Tongue — ¼s, 75c; ½s, $1.40. Veal—¼s, 75c; ½s, $1.40
Devilled Meats (Assorted) — ¼s, 80c; ½s, $1.45.

In Glass Goods

Fluid Beef Cordial—20 oz. bottles. $10: 10 oz., $5.
Ox Tongue — 1½s, $20.00; 2s, $24.95.
Lunch Tongue (in glass)—1s, $11.95.
Sliced Smoked Beef (in glass)—¼s, $1.80; ½s, $2.80; 1s, $3.90.
Mincemeat (in glass)—1s, $3.25.
Potted Chicken (in glass)—¼s, $2.90.
Ham (in glass)—¼s, $2.90.
Tongue (in glass)—¼s, $2.90.
Venison (in glass)—¼s, $2.90.
Meats, Assorted (in glass)—$2.90.
Chicken Breast (in glass) — ½s, $8.90.
Tomato Ketchup—8s, $2.20: 12s, $2.75: 16s, $3.40.
Chili Sauce—10 oz., $3.25.
Spaghetti with Tomato Sauce—½s, $1.35; 1s, $1.90; 3s, $3.25.
Peanut Butter — ¼s, $1.35; ½s, $1.85; 1s, $2.25; in pails, 5s, 26c; 12s, 24c; 24s, 23c; 50s, 23c.

COLMAN'S OR KEEN'S MUSTARD

	Per doz. tins
D.S.F., ¼-lb.	$2 80
D.S.F., ½-lb.	5 30
D.S.F., 1-lb.	10 40
F.D., ¼-lb.	....
	Per jar
Durham, 1-lb. jar, each	$0 60
Durham, 4-lb. jar, each	2 25

CANADIAN MILK PRODUCTS, LIMITED,

Toronto and Montreal

KLIM

Hotel	$18 50
Household size	8 25
Small size	5 75

F.o.b. Ontario jobbing points, east of and including Fort William Freight allowance not to exceed 50c per 100 lbs., to other points, on 5-case lots or more.

THE CANADA STARCH CO., LTD.

Manufacturers of the Edwardsburg Brands Starches

Laundry Starches— Boxes	Cents
40 lbs., Canada Laundry	.09½
40 lbs., 1-lb. pkg., Canada White or Acme Gloss	.10
48 lbbs., No. 1 White or Blue Starch, 3-lb. cartons	.10½
100-lb. kegs, No. 1 white	.10
200-lb. bbls., No. 1 white	.10
30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs.	.11½
48 lbs., Silver Gloss, in 6-lb. tin canisters	.13
36 lbs. Silver Gloss, in 6-lb. draw lid boxes	.13
100 lbs., kegs, Silver Gloss, large crystals	.11
40 lbs., Benson's Enamel, (cold water), per case	$3.25
Celluloid, 45 cartons, case	4.50
Culinary Starch	
40 lbs., W. T. Benson & Co.'s Celebrated Prepared	.11¼
40 lbs. Canada Pure or Challenge Corn	.09¾
20-lb. Casco Refined Potato Flour, 1-lb. pkgs.	.16
(20-lb. boxes, ¼c higher, except potato flour)	

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz.	1 50
Knox Plain Sparkling Gelatine (makes 4 pints), per doz.	$2 00
Knox Acidulated Gelatine (Lemon Flavor), makes 4 pints, per doz.	2 10

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP

Perfect Seal Jars, 3 lbs. 1 doz. in case	$4.00
2-lb. tins, 2 doz. in case	5.15
5-lb. tins, 1 doz. in case	5.75
10-lb. tins, 1 doz. in case	5.45
20-lb. tins, ¼ doz. in case	5.40
(Prices in Maritime Provinces 10c per case higher)	
Barrels, about 700 lbs.	$0 07¾
Half bbls., about 350 lbs.	0.08
¼ bbls., about 175 lbs.	0 08¼
2-gal. wooden pails, 25 lbs.	2 45
3-gal. wooden pails, 38½ lbs.	3 65
5-gal. wooden pails, 65 lbs.	5 90

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	$5 65
5-lb. tins, 1 doz. in case	6 25
10-lb. tins, ½ doz. in case	5 95
20-lb. tins, ¼ doz. in case	5.90
(5, 10, and 20-lb. tins have wire handles)	

MOZOLA COOKING OIL

	Toronto	Montreal
Pints, 2 doz., case	9 00	9 00
Quarts, 1 doz., case	8 25	8 40
Gallons, ½ doz., case	15 00	15 40

INFANTS' FOOD MAGOR, SON & CO., LTD.

Robinson's Patent Barley—	Doz.
1 lb.	$4 00
½ lb.	2 00
Robinson's Patent Groats—	
1 lb.	4 00
½ lb.	2 00

NUGGET POLISHES

	Doz.
Polish, Black, Tan, Toney Red and Dark Brown	$1 15
Card Outfits, Black and Tan	4 15
Metal Outfits, Black and Tan	4 85
Creams, Black and Tan	1 25
White Cleaner	1 25

IMPERIAL TOBACCO CO. OF CANADA, LIMITED EMPIRE BRANCH

Black Watch, 10s, lb.	$1 20
Bobs, 12s	1 00
Currency, 12s	1 00
Stag Bar, 9s, boxes, 6 lbs.	1 08
Pay Roll, thick bars	1 25
Pay Roll, plugs, 10s, 6-lb. ¼ caddies	1 25
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs	1 08
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes	1 12
Forest and Stream, tins, 9s, 2-lb. cartons	1 44

Ludella

Notwithstanding the extreme scarcity of high grade Teas and consequent advanced prices for these qualities, we are still putting out our Ludella Tea of the same high standard, which it has always been.

Our prices on this Tea, quality for quality, are very much lower than other of the known brands.

Dealers who are handling Ludella are reaping a good business and you can do the same by placing it before your customers.

Blue Label	**1s and ½s**	**costs**	**48c.**	**retails**	**60c.**
Brown Label	**1s and ½s**	**"**	**55c.**	**"**	**70c.**
Green Label	**1s and ½s**	**"**	**63c.**	**"**	**80c.**
Red Label	**-** **½s**	**"**	**70c.**	**"**	**90c.**

SEND US A TRIAL ORDER

H. P. ECKARDT & CO

WHOLESALE GROCERS

CHURCH STREET & ESPLANADE TORONTO

Looking for a Man?

Look for him where he should be found—in employment in the grocery business, the business you yourself are in.

Advertise to get him. Use a small classified advertisement, to cost you 2 cents a word. Put this low-priced advertisement in CANADIAN GROCER—the paper read by grocers and their men. Somewhere is the man good for you to have. You may not be able to attract him readily from his present place. On the other hand, he may be looking for you. But fish for him. Cast again and again. The best men are hardest to get.

What is a dollar or two spent on finding the man you want—if you get him?

Narrow your search. Use the newspaper that searches out for you among those where he is likely to be found.

Make your advertisement brief—like a telegram.

We provide a box number, if you want your identity concealed. And forward replies, of course.

Rates.—Two cents per word first insertion and 1 cent per word each subsequent insertion. Five cents extra per insertion if replies are to be sent to box number in our care.

Canadian Grocer
143-153 University Ave.
Toronto

The Drink That Makes A Hot Day Endurable

ROSE'S LIME JUICE

The Original and Genuine Brand

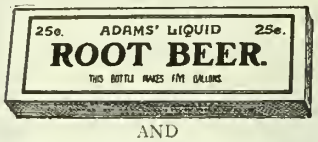
A sparkling, thirst-quenching, healthful Summer Beverage that sells all day, every day, during the sultry summer weeks.

Rose's Lime Juice is strictly non-intoxicant. It has a tempting look that coaxes sales and its goodness guarantees the repeat orders.

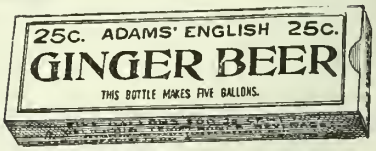
We can take care of your rush orders.

Holbrooks, Ltd.
TORONTO and VANCOUVER

FOR HOME-MADE
SUMMER DRINKS



AND



25c bottles make 5 gallons.
15c bottles make 2 gallons.
25c sizes $2.10 per dozen, $24.00 per gross.
15c sizes $1.20 per dozen, $14.00 per gross.

Manufactured and for sale by
PARKE & PARKE, LIMITED
MacNab St. and Market Sq., Hamilton, Ont.

WANTED

AGENCIES FOR
Butter, Flour, Cheese, Oats, Beef and Dried Fish, Pork Products.
Area: Guiana and West Indies

A. H. ROBERTS
GEORGETOWN DEMERARA

To Manufacturers' Agents

Manufacturers are always looking for aggressive brokers to represent them. Keep your name and territory covered to the front, thus impressing them with your aggressiveness. The Manufacturers' Agents' directory is the right place to have your card.

The rates are reasonable. For one inch each week for one year the cost is only $1.60 per insertion. For two inches for the same time the cost is $3.20 an issue.

We shall be glad to furnish you with other rates upon application.

Canadian Grocer
143-153 University Ave.
TORONTO

Your Summer Outing Is Quite Necessary

but before you go---just look over your stock of **Counter Check Books** and send us an order, so they will be there when you return. Orders booked for delivery any time within 90 days. Give shipping date, that's all.

McCaskey Systems, Ltd.
TORONTO, CANADA

Liquid Concord Grapes

That is just about what Marsh's Grape Juice is—a delicious, refreshing beverage with the full, rich Concord Flavor. Other refreshing Marsh summer beverages are: Unfermented Port, Unfermented Black Cherry Wine, Unfermented Ginger Wine, Raspberry Vinegar and Creme de Menthe.

The Marsh Grape Juice Company
NIAGARA FALLS, ONT.
Ontario Agents:
The MacLaren Imperial Cheese Co., Limited
Toronto, Ont.

SUMORE

The Perfect Peanut

PACKED IN TINS

ASK YOUR JOBBER

OR

Montreal Nut and Brokerage Co.

30 and 32 Jurors Street, Montreal, P.Q.

LOGGIE SONS CO., Agents, TORONTO

"PRIDE OF CANADA"

PURE MAPLE SUGAR AND SYRUP

We can supply this season's crop. Our goods are backed by a written guarantee to be absolutely pure maple only. Order your requirements now direct or from our Agents.

REPRESENTATIVES:—W. L. Mackenzie & Co., Limited, Winnipeg, Regina, Saskatoon, Calgary, and Edmonton; Oppenheimer Bros., Limited, Vancouver, B.C.; S. H. P. MacKenzie & Co., 33 Yonge St., Toronto, Can.; J. W. Gorham & Co., Halifax, N.S., and The Canadian Maple Products Company, Limited, 5 Justice Walk, Church Street, Chelsea, London, S.W.

MAPLE TREE PRODUCERS ASSOCIATION, LIMITED
Offices: 58 Wellington St. W., Montreal, Canada

You Want a Man

Then the first thing to be considered is the kind of man you are looking for.

Your business calls for a man of keen perception; an ambitious man; a man who looks to everything that helps him become efficient in the business he has chosen.

You need just such qualities in the man you are seeking, combined with specialization in your line, and the surest, quickest and most economical way to reach him is through the "WANT AD" columns of CANADIAN GROCER.

The man who takes time to study the pages of Canada's Only Weekly Grocery Paper is ambitious, progressive, has a good understanding of the grocery trade, and is more likely to fill your particular requirements than the haphazard man who never looks beyond to-day.

CANADIAN GROCER is the Trade Show Window for more than 5,600 grocers and their staffs in all parts of Canada. Your message will be read by these wide-awake business men and your choice will be from a select field.

Furthermore, the cost is indeed a small item—2 cents a word first insertion, and 1 cent a word for each subsequent insertion. Five cents extra per insertion if replies are to be sent to Box No. in our care.

Send it right along now. Let CANADIAN GROCER find the man.

Canadian Grocer
143-153 University Avenue
TORONTO, ONTARIO

GROCERS

ORDER YOUR STOCK OF

Champagne de Pomme

NOW

It makes a delicious drink. Put up in pint bottles or splits. Recommend it to your customers. Pays a good profit. Easy to sell.

Order from your wholesaler or

Cie Canadien Importations

140 ST. CATHERINE ST. E.

Montreal

We want Agents in Every City and Town

OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of Emery Cloth, Black Lead, Glass Paper, &c.

LONDON, S.E., ENGLAND

AGENT:

Geo. B. Jenkinson, 78 Wellington Street North, Hamilton, Ontario.

Minto Bros.

A firm that offers you Bulk Teas of extra good quality. Our experience and facilities enable us to give the trade unusual values and our prices give the dealer a really attractive profit.

Minto Bros.

TORONTO

In the Tea business since 1873.

$1 FOR A MAN

Perhaps you want a good man for your office, or store, or warehouse, or for the "road?" Would you pay $1 to find a good man? Sure you would.

WHAT are you doing about it? We suggest that you advertise in CANADIAN GROCER—condensed advertisement, 2 cents a word. Make the advertisement brief as a telegram; but make it explicit. Tell all the other man wants to know—except your identity in the first instance. Use a box number to hide this.

Some man somewhere would like, probably, to tie up with you,—if your proposition is good. At the same time good men are scarce—very scarce. So you'll have to do some bidding.

This means—keep on repeating the insertion of your advertisement—"until forbid."

It's reasonable to keep on. Hunting for a hard thing to find usually requires a long search. All CANADIAN GROCER can do is to put your advertisement in 5,600 places where men of the type you may want are likely to be found. We can't make men reply to advertisements—any more than the postman can make people to whom he delivers letters reply to them. We're pretty much like the postman.

But we go to 5,600 and more likely places, remember that. No other single newspaper in the world gets into 5,600 Canadian grocery houses. So if you are in dead earnest about finding a man use CANADIAN GROCER. Rates—two cents per word first insertion and one cent per word each subsequent insertion, with five cents extra per insertion when replies are to be sent to Box No. in our care. Address:

CANADIAN GROCER WANT ADS.

153 UNIVERSITY AVENUE, TORONTO

Oranges
California Lemons
and Early Vegetables

We Invite Correspondence

LEMON BROS.
Owen Sound, Ont.

Dominion Spring Clothes Pins

An excellent pin that will please the housewife. You can get a supply from any good Wholesale Grocer or Jobber.

The J. H. Hanson Co., Ltd.
244 St. Paul St. West, Montreal

RID-OF-RATS

If we want to feed starving Europe it behooves us to kill off Rats and Mice that destroy foodstuff to the value of about $500,000,000.00 per annum. Use Rid-of-Rats. It is non-poisonous and can be used everywhere. No stench-creating dead bodies. Rodents leave premises before dying. Only patented Non-Poisonous Exterminator in the World. Made only by the Patentees.

Price—15 cents per box, $1.80 per doz., $1.00 per lb. in bulk

BERG & BEARD MFG. CO Inc.
100 Emerson Place Brooklyn N. Y.

CATCH THE FLY

By using our

National Fly Catcher

Clean Sanitary Easy to use

Made in Canada by the

National Fly Catcher Co., Ltd.

Order from your Wholesaler

1598 Delorimier Ave. Montreal

Forest and Stream, ¼s, ½s, and 1-lb. tins	1 50
Forest and Stream, 1-lb. glass humidors	1 75
Master Workman, bars, 7s, 3½ lbs.	1 20
Derby, 9s, 4-lb. boxes	1 08
Old Virginia, 12s	1 50
Old Kentucky (bars), 8s, boxes, 5 lbs.	1 25

WM. H. DUNN, LTD., Montreal

BABBITTS

Soap Powder, case 100 pkgs.	$5 65
Cleanser, case 50 pkgs.	3 10
Cleanser (Kosher), cs. 50 pkgs.	3 10
Pure Lye, case of 4 doz.	5 95

JELL-O

Made in Canada

Assorted case, contains 4 doz.	$5 40
Lemons, 2 doz.	2 70
Orange, 2 doz.	2 70
Raspberry, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Chocolate, 2 doz.	2 70
Cherry, 2 doz.	2 70
Vanilla, 2 doz.	2 70
Weight, 8 lbs. to case. Freight rate second class	

JELL-O ICE CREAM POWDERS

Made in Canada

Assorted case, contains 2 doz.	$2 70
Chocolate, 2 doz.	2 70
Vanilla, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Unflavored, 2 doz.	2 70
Weight, 11 lbs. to case. Freight rate second class	

BLUE

Keen's Oxford, per lb.	$0 24
In cases 12-12 lb. boxes to case	0 25

COCOA AND CHOCOLATE

THE COWAN CO., LTD.
Stirling Road, Toronto, Ont.

Cocoa

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.	$4 60
Perfection, ½-lb. tins, doz.	2 45
Perfection, ¼-lb. tins, doz.	1 35
Perfection, 10c size, doz.	0 95
Perfection, 5-lb. tins, per lb.	0 37
Supreme Breakfast Cocoa, ½-lb. jars, 1 and 2 doz. in box, doz.	2 75
Soluble Cocoa Mixture (Sweetened) 5 and 10-lb. tins, per lb.	0 24

(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. boxes, per lb.	0 36
Supreme Chocolate, 10c size, 2 doz. in box, per box	1 80
Perfection Chocolate, 10c size, 2 doz. in box, per box	1 80

SWEET CHOCOLATE—	Per lb.
Eagle Chocolate, ¼s, 6-lb. boxes	0 32
Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case	0 31
Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs., in case	0 32
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 33
Diamond Crown Chocolate, 28 cakes in box	1 10

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	$0 42
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Milk Croquettes, 5-lb. boxes, 30 boxes in case, per lb.	0 42
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb.	0 38
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb.	0 38
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 38
No. 1 Vanilla Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 38
No. 2 Vanilla Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 35
No. 1 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 38
No. 2 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 35
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 55
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 55

NUT MILK CHOCOLATE, ETC.

Nut Milk Chocolate, ½s, 4-lb. box, 35 boxes in case, per lb.	0 41
Nut Milk Chocolate, ¼s, 4-lb. box, 35 boxes in case, per lb.	0 43
Nut Milk Chocolate, lbs. 6-lb. box, 5 div. to cake, per lb.	0 38
Nut Milk Chocolate, 5-cent squares, 20 squares to cake, packed 3 cakes to box, per box	$2 25
Fruit and Nut Milk Chocolate 2-lb. cakes, each 20 div., 3 cakes to box, 35 boxes to case, per box	2 25

MISCELLANEOUS

Maple Buds, fancy, nearly 1 lb., ½ doz. in box, per doz.	$5 25
Maple Buds, fancy, ½ lb., 1 doz. in box, per doz	2 60
Assorted Chocolate, 1 lb., ½ doz. in box, per doz.	5 25
Assorted Chocolate, ½ lb., 1 doz. in box, per doz.	2 60
Chocolate Ginger, ½ lb., 1 doz. in box, per doz.	2 60
Crystallized Ginger, ½ lb., 1 doz. in box, per doz.	2 60
Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per lb.	0 41
Triumph Chocolate, ¼'s, 4-lb. boxes, 35 boxes in case, per box	0 43
Triumph Chocolate, ½-lb. cakes, 4 lb., 35 boxes in case, per lb.	0 41
Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross	1 15
120—1c. Milk Chocolate Sticks, 60 boxes in case	0 80

5c LINES

	Toronto Prices Per box
Filbert Nut Bars, 24 in box, 60 boxes in case	$0 95
Almond Nut Bars, 24 in box, 50 boxes in case	0 95
Puffed Rice Bars, 24 in box, 50 boxes in case	0 95
Ginger Bars, 24 in box, 50 boxes in case	0 95
Fruit Bars, 24 in box, 50 boxes in case	0 95
Active Service Bars, 24 in box, 50 boxes in case	0 95
Victory Bar, 24 in box, 60 boxes in case	0 95
Queen's Dessert Bar, 24 in box, 50 boxes in case	0 95
Regal Milk Chocolate Bar, 24 in box, 50 boxes in case	0 95
Royal Milk Cakes, 24 in box, 50 boxes in case	0 95
Cream Bars, 24 in box, 50 boxes in case, per box	1 00
Maple Buds, 6c display boxes, 6c pyramid packages, 6c glassine envelopes, 4 doz. in box	1 90

10c LINES

Maple Buds, 10c, 1 doz. in box, 50 boxes in case, per doz.	$0 95
Medallions, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95

Bartlett Pears

Elberta Peaches

Large Fancy Plums

Cantaloupes, Oranges, Lemons, Bananas, New Potatoes, Watermelons, Local Raspberries, Cherries, Gooseberries, Currants, Etc.

The best the country provides.

White & Co., Ltd.

Toronto

The Quality House

CANTELOUPES

Now receiving cars of the finest netted melons grown in California.

Prices are low, making these about the cheapest fruit now on the market. Order to-day—

STANDARD—PONIES—FLATS
CALIFORNIA FRUITS
PEACHES—PLUMS—APRICOTS
WATERMELONS—NEW POTATOES
TOMATOES—CABBAGE
ORANGES—GRAPEFRUIT
LEMONS
BANANAS A SPECIALTY

The House of Quality

HUGH WALKER & SON

GUELPH Established 1861 **ONTARIO**

Custard that compels custom

It is the fresh, delicate, creamy "home-made" flavour of Freemans Devonshire Custard that has made it so popular in the British Isles.

Oversea Troops from the Dominion who have returned home are bringing with them many links with the Old Country, one of which is a desire to taste again its delicate and unrivalled purity.

It will pay you well to display

FREEMANS DEVONSHIRE CUSTARD

in your store—it is such a ready seller and a very profitable line to stock, also it will enable you to push your canned and bottled fruits to great advantage.

Freeman's Devonshire Custard owes its unrivalled purity and flavour to the ideal conditions of cleanliness under which it is manufactured.

Write for trade terms and particulars to the WATFORD MFG., Co., Ltd. Delectaland Watford, Engand

Freemans FOOD PRODUCTS Watford

Brooms

We are pleased to advise the trade that we can now supply our

Standard Brooms

Prompt Shipment

and will be glad to book your order.

Prices ***right.*** ***Quality*** as usual.

Walter Woods & Co.

Hamilton and Winnipeg

Field & Co.

(Fruit Merchants) Ltd.

40-41-42, KING WILLIAM ST.
LONDON, E.C. 4, ENGLAND

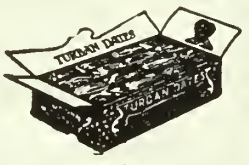
Cables: "Loudly, London"
Codes (Private): A.B.C. 4th and 5th Editions, Western Union and Bentleys.

Direct Shippers

Portuguese Sardines, French Sardines, Norwegian Brisling, Sild, Herrings, &c; Dried Fruits, Currants, Dates, Raisins, Evaporated Fruits; Almonds and Nuts of all kinds, Shelled and Prepared Almonds; Almonlike (substitute for Prepared Almonds); Shelled Walnuts and Kernels; Spices; Rices, Tapiocas, &c.; Confectionery, Chemicals, &c.

Proprietors of

Turban BRAND BUSREH Dates



IN CARTONS. Cases each 60 nominal pounds

Turban COMPLETE Puddings

Whole Rice Custard
Barley Flake Custard
Sago Custard
Ground Rice Custard
Tapioca Custard
Semolina Custard

All ingredients in the packet. No Eggs, Sugar or Milk required. A quart of water and a packet of Turban gives a rich milky pudding for six persons. Cases each 6 dozen assorted.

OBAYO REAL SARDINES

The Élite of the Sea

Guaranteed real Sardines, carefully packed in pure oil. Of high grade quality and fine flavor. Attractive gold and blue labels.

Packed in following sizes, 22 m/m. ¼-club. Nominal 10 oz. 12 oz. and 18 oz. All with keys.

Special Quotations upon Application.

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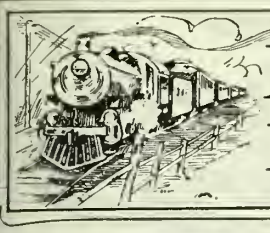


BUYERS' MARKET GUIDE
Latest Editorial Market News

STONEWARE

Buy Now—Butter Crocks, Jugs, Churns, Flower Pots, etc. Ask for latest catalogue.

The Toronto Pottery Co. Limited
Dominion Bank Bldg.
TORONTO

We are now located in our new and more spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agent:
W. Y. COLCLOUGH, 53 Silver Birch Ave., Toronto Beach 2170
J. E. TURTON, Board of Trade Building, Montreal

The LV PICKLE
Manufactured by
GILLARD & CO., LIMITED
London, England
An English Delicacy of High Repute
Magor, Son & Co., Ltd., 403 St. Paul St., (Place Royale), Montreal.

Order from your jobber to-day.
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ontario

BEANS

Handpicked or Screened in car lots
Ask for quotations
Geo. T. Mickle, Ridgetown, Ont.

SALT
All Grades.—Carloads.
THE DOMINION SALT CO., LTD
Manufacturers and Shippers
SARNIA :: :: :: ONTARIO

The advance in soap, as announced in CANADIAN GROCER last week, has been followed by a substantial rise in quotations on Lux, Pearline and N.P. Soap. Lux is up 25c per box, now selling at $7.25 for 72 packages. Pearline is 75c higher, and N.P. Soap has risen 35c, to $5.35 for a case of 20 bars.

Quotations on shipments of Grecian currants are advancing, and the likelihood is that the market for them this fall will be very high. According to the prices being quoted at shipping points, Grecian currants will cost the retailer in the neighborhood of 21½ cents.

COCOANUT
For immediate or future deliveries.
E. B. THOMPSON
20 Front Street East, Toronto

---

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¼-INCH CUSHION FILLERS
CORRUGATED FLATS.
The TRENT MFG. CO., Ltd.
TRENTON - - ONTARIO

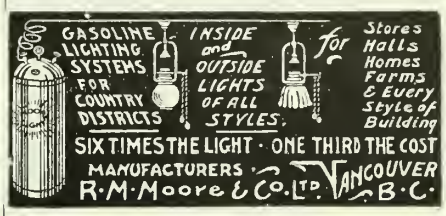
Now is the time to see us regarding Salted Lake Herring in pails, tubs or half-barrels. Write us at once. Herring any quantity our specialty.

BOWMAN FISH CO.
66 Jarvis Street.
Toronto

COUNTRY MERCHANTS

Ship your Eggs, Butter and Poultry to us.
Top market prices. Cash payment. Write or phone.

C. A. MANN & CO.
LONDON, ONT.
Phone 1577


GASOLINE LIGHTING SYSTEMS FOR COUNTRY DISTRICTS
INSIDE and OUTSIDE LIGHTS OF ALL STYLES
For Stores Halls Homes Farms & Every Style of Building
SIX TIMES THE LIGHT · ONE THIRD THE COST
MANUFACTURERS
R·M·Moore & Co. LTD. VANCOUVER B·C·

DIRECT RICE IMPORTER

Thoroughly posted on Primary markets.

STEPHEN LOWRIE
25 Powell St., VANCOUVER, B.C.,

These one-inch spaces only $1.60 per insertion if used each issue in the year.

Wanted

Classified Advertising

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where copies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

POSITIONS WANTED

YOUNG MARRIED MAN WITH A THOROUGH knowledge of the grocery business, capable of managing and buying, can also trim windows, desires a position in a good grocery business where an advancement can be obtained. Box 688, Canadian Grocer, University Avenue, Toronto.

WANTED

WANTED—FIRST-CLASS SPECIALTY SALESman to handle one of the best-known food products on the Canadian market. Apply stating experience, references and salary expected, to Box 660, Canadian Grocer, 143 University Ave., Toronto, Ont.

WELL-KNOWN PACKING HOUSE WANTS young, progressive salesman for Ontario territory west of London. One with experience of meat and provision trade preferred, and must have proved selling ability. To reside on territory. Apply Box 690, Canadian Grocer, University Avenue, Toronto.

BRITISH IMPORTER WANTS CANADIAN manufacturers of chocolate and all canners of fruit, fish, etc., in fact any live grocery lines, who on large cash orders will give sole British agency for their goods to send me quick particulars of their product or products. Maybe this may interest you. Write Mr. H. L. L. Dalton, "Roturna," College Road, Moseley, Birmingham, England.

TO MANUFACTURERS—OVERSEAS TRADE. T. B. Roe personally waits upon the best Grocers in Lancashire and Yorkshire districts, England. He has a first-class connection with wholesale and retail houses and has permission from the English firm he represents to sell other goods on commission. T. B. Roe, 29 West Street, Scarborough, England.

AGENCIES WANTED

PARIS AGENT—WELL INTRODUCED PARisian grocers and French Colonial shipping trade wishes to secure Canadian manufacturers' direct and sole agencies in canned meats, fish, fruits, groceries, and all produce. For references and particulars write Sarrut, 67 Chabrol, Paris, (Xe).

COLLECTIONS

COLLECTION LETTERS — MONEY-GETTING letters that don't antagonize. Complete series with instructions. Yours for 25 cents. Toronto Stenographic Service, Webster Building, Toronto.

Your Questions Answered

Any information you desire on matters pertaining to the trade will be gladly furnished FREE upon application and will be answered through the columns of this paper. If you enclose a stamped, addressed envelope we will also reply direct to you. Don't hesitate to ask us. We will do our best.

CANADIAN GROCER
143-153 UNIVERSITY AVE.
TORONTO

FOR SALE

A DRY GOODS AND GROCERY BUSINESS IN Sault Ste. Marie. Well located, corner store, did nearly $60,000 of a turn over last year. Sales higher this year so far. Poor health the reason for selling. For particulars apply 314 Wellington St., Sault Ste. Marie, Ont.

FOR SALE—CASH REGISTER IN GOOD CONdition, operated by electricity, 1c to $90. Three drawers, separate and total adding, height 5½ feet. Apply for full particulars Box 656, Canadian Grocer, 143 University Ave., Toronto, Ont.

FARM AND STORE FOR SALE—GOOD LOCAtion, twelve miles west of Cochrane. For information write Glen Lovell, Hunta, Ont.

FIXTURES FOR SALE

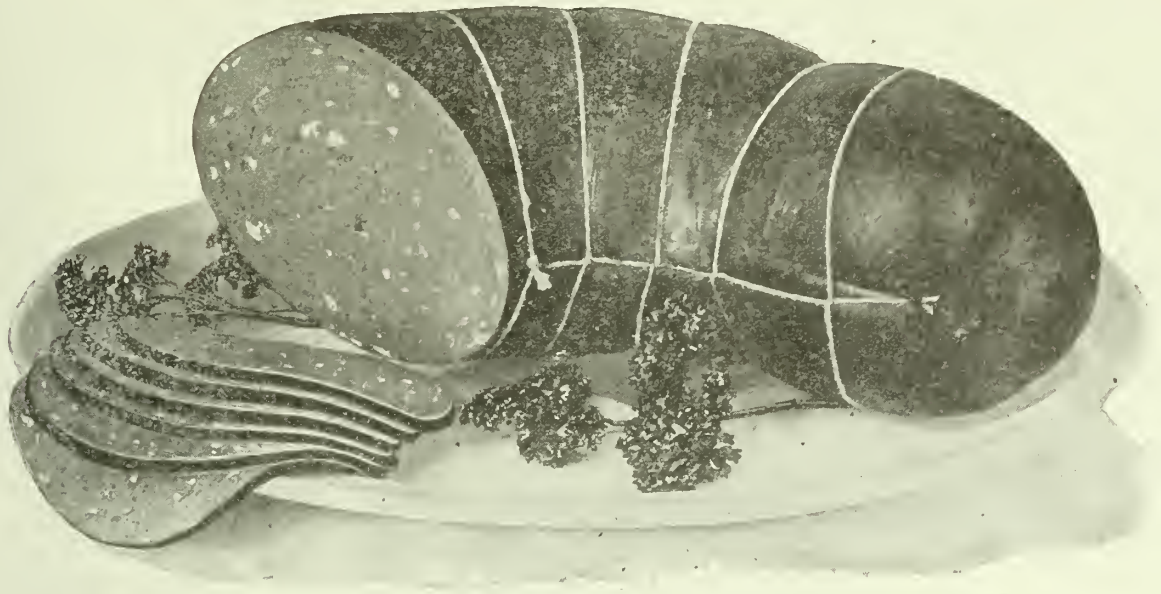
EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

SASKATCHEWAN—ESTABLISHED GENERAL business with post office and telephone; stock approximately five thousand, fixtures approximately one thousand, property thirty-two hundred; well settled, Canadian and American settlers farming on a large scale; splendid opportunity if you can put up between four and five thousand; terms on balance to responsible parties; must be sold at once; owner in poor health and wishes to retire. Box No. 676, Canadian Grocer, University Avenue, Toronto.

TRANSLATIONS

ENGLISH INTO FRENCH — COMMERCIAL, Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. **Private correspondence.** Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault, P.O. Box 135, Station B, Montreal.

The next time you want a clerk, be sure to advertise in the "Wanted" Page of CANADIAN GROCER. You will receive inquiries from the livest clerks in the Canadian grocery trade, because reading CANADIAN GROCER is a test of the clerk's interest in his business.



This will appeal to your trade these warm Summer Days.

DAVIES Quality Thick Bologna makes a tasty and inexpensive lunch—is fine for sandwiches—is easily served and represents a hundred per cent. food value.

Dealers find it a sure and steady seller. It's a **wasteless** food product—can be sliced from end to end on the cutting board and nothing has to be thrown away. Your customers will like it not only because it sells at so reasonable a price, but because it makes a really **delicious** luncheon dish.

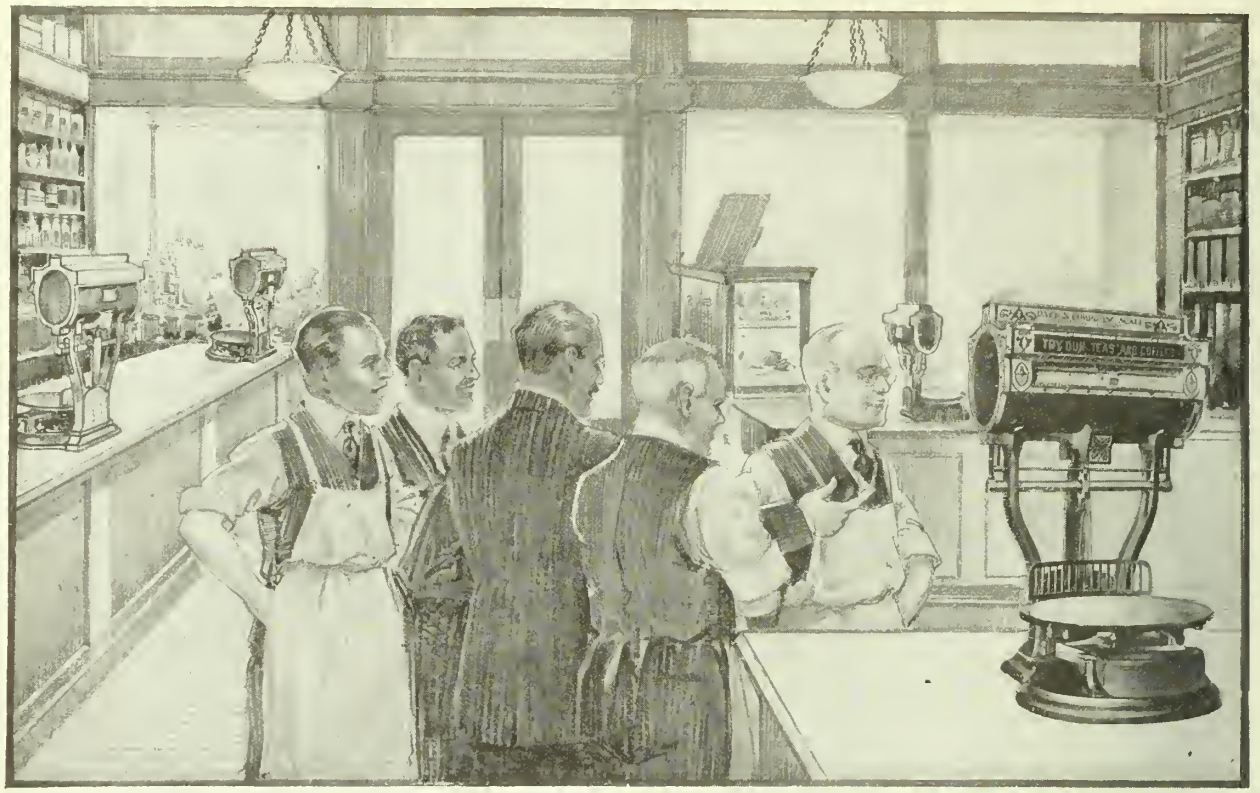
Now is the best time to feature this quick selling product. It will bring you good business and steady repeat orders.

Order Today

THE WILLIAM DAVIES COMPANY LIMITED
TORONTO

Today

Montreal **Hamilton**



"The New Working Partner"

Some merchants talk about the expense of buying new scales. Well, perhaps they mean what they say but no merchant who ever bought a Dayton Scale looks upon it as an expense. It is the biggest money-saver and time-saver in the store. It is the cheapest appliance you ever invested your money in considering its design, materials and the work it does.

DAYTON AUTOMATIC SCALE

It gives you fast weighing and instant price calculations. It saves you the costly "down weights." Its price chart is big and quickly read.

If it's a Dayton— it's Right

Its electric flash advertises your goods, not the scale.

We make dozens of styles for different duties. Every Dayton is perfect. Let us send you our catalogue.

Dayton Goods Are Made in Canada

DAYTON COMPUTING SCALES

ROYCE AND CAMPBELL AVENUES, TORONTO, ONT.

Frank E. Mutton,
Vice-Pres. and Gen'l Mgr.

Division International Business Machines Co., Limited. Also makers of International Time Recorders and Hollerith Electric Tabulators.

CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIII PUBLICATION OFFICE: TORONTO, JULY 18, 1919 No. 29

WHITTALL CANS

for

Meats Vegetables Milk
Syrup Fish Paint Etc.

PACKERS' CANS

Open Top Sanitary Cans

and

Standard Packer Cans

with Solder-Hemmed Caps

A. R. Whittall Can Company, Ltd.

MONTREAL

Established 1888

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation.
Copy of report will be sent on request to anyone interested.

Lowering The "Overhead"

The percentage of "Overhead" is lowered by the rapid turnover of merchandise.

If you sell brooms, brushes, woodenware and other household supplies, why not consider the buying of another household necessity which, with its demand and frequent sales, would cut down the "overhead" and add to your real profits.

O-Cedar Polish

and O-Cedar Polish Mops are known to the public; the margin is fair; you do not need to stock heavily; the goods are easily obtained from your jobber; therefore, you get small "overhead" and many turnovers which assure you a real profit.

Another big feature of O-Cedar Products is that after a customer is once sold she must buy again as her supply of O-Cedar Polish must be replenished. The repeat sales bring the customer to your store and enable you to sell other goods as well as O-Cedar Products.

Devote a little more effort to O-Cedar Products by displaying them prominently about store or in window—and watch how your efforts are rewarded and your "overhead" lowered.

CHANNELL CHEMICAL CO., LIMITED
TORONTO

CANADIAN GROCER, published every Friday. Yearly subscription price $3.00. Entered as second-class matter at Post Office, Ottawa, and as second class matter, July 5, 1912, at the Post Office at Buffalo, under the Act of March 3rd, 1879.

Borden's

Borden's

Borden's

Just Say "Borden's"

How very often, Mr. Grocer, a customer merely asks you for milk products in a general way. Do you fully realize the importance of filling such orders with a brand of goods that will do credit to your judgment and reflect prestige on the quality of your merchandise in general?

You do this when you fill all such orders from the Borden group of Milk Products. Because there never is a doubt as to the goodness of Borden's. Moreover, every housewife has heard of Borden Milk Products and whether she specifically asks for them or not, the word "Borden's" will always bring an accepting nod.

Do you need new stocks?

Borden's

Borden's

Borden's

BORDEN MILK CO., LIMITED

Leaders of Quality

MONTREAL VANCOUVER

By Appointment to H.M. King George V.

From War to Peace

The war restrictions on the shipment of Biscuits having been removed,

Huntley & Palmers Biscuits

are once again being sent to all parts of the world. They are of the same standard of

Unrivalled Quality

as in the past, and to prevent disappointment, the public should place their orders at once with their usual suppliers.

HUNTLEY & PALMERS LTD.
Biscuit Manufacturers
READING & LONDON
ENGLAND

CLARK'S
PORK AND BEANS

are just as good as they ever were and they are better to eat now because they are

ECONOMICAL

To you, Mr. Grocer, they are also

PROFITABLE

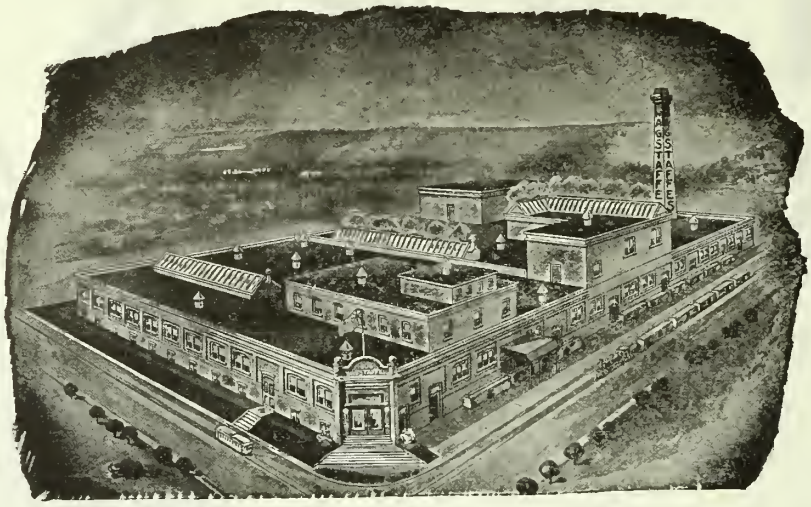
They sell more rapidly than any other and you turn your money over oftener.

QUALITY AND REPUTATION COUNT

W. Clark, Limited **Montreal**

Clark's

Prepared in Copper Kettles Boiled in Silver Pans



Packed in Gold Lined Pails and Glass Jars

THE MOST MODERN AND UP-TO-DATE FRUIT PRESERVING FACTORY IN CANADA

WAGSTAFFE'S

NEW SEASON'S 1919

RASPBERRY JAM

Now Ready for Delivery

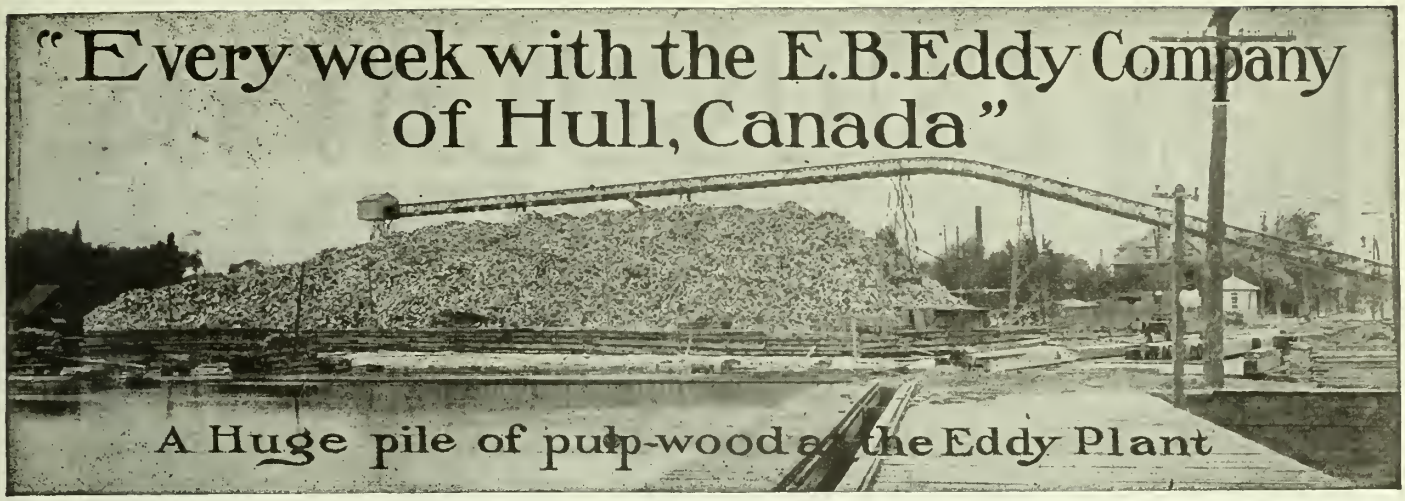
Order from Your Wholesale Grocer

WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON CANADA

"Every week with the E.B.Eddy Company of Hull, Canada"



A Huge pile of pulp-wood at the Eddy Plant

Story for Week Dated July 18, 1919 **Being No. 43 in the Series**

Another Eddy Pulp Product is The Well Known Indurated Ware

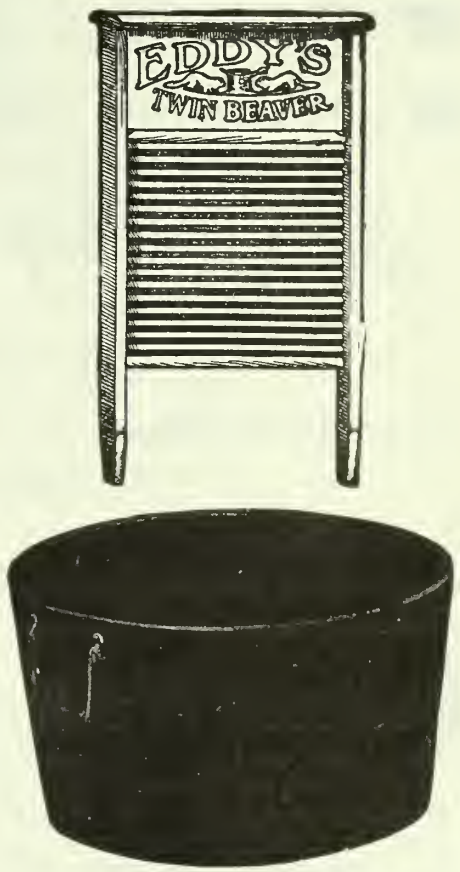
ALL the E. B. Eddy Company products of which you have read so far in this series, are made of wood in some form or other. Eddy matches are made of wood which you can easily recognize as wood. The slogan "From the Tree to the Trade" needs no explanation as regards Eddy matches.

As regards the many kinds of Eddy paper it requires a minute's thought to connect the pure, soft or firm, smooth paper with the trees of the bush, but Eddy Company papers are all made of wood which has been pulped and purified by the processes of which you have read. Now comes E. B. Eddy's Indurated Ware. To connect this light, strong, smooth, waterproof material with plain wood of trees may seem at first hard for Eddy Company Indurated Ware is as durable as metal, and far lighter and more lasting. Is this excellent material wood also? Does it come "From the Tree to the Trade," too?

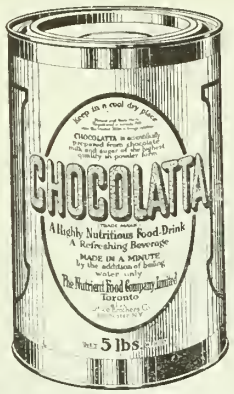
It does, Indurated Ware is made of pure wood pulp. But the processes through which it passes are very different from the paper-making or the match-making processes. As a result of them the product emerges in the form of various useful utensils, pails, butter tubs, barrel covers, flower-pots, pigeon nests, cuspidors, and many other things. In fact there is no limit to the possibilities of indurated ware. Rifle stocks, revolver butts, articles of furniture, boats, and canoes warrant the erection of machinery to manufacture these elaborate articles. Indurated ware as made at the E. B. Eddy plant, is probably the most lasting form of pulp-wood or paper known.

The processes of manufacture involve pumping, pressure, baking, varnishing, polishing, drying, and painting. These will be described in the next article in this series.

EDDY'S
Indurated Fibreware



Also makers of Toilet Papers, Towels and Serviettes of the same high standard of value.



CHOCOLATTA

Pure Chocolate **combined** with Milk and Sugar. Made in a minute by the addition of boiling water.

Here is a line which will give your customers the kind of satisfaction which builds your business.

If you are not already selling CHOCOLATTA, send for our attractive terms and prices.

THE NUTRIENT FOOD COMPANY, LIMITED
1266 QUEEN STREET, WEST : TORONTO

JAPAN INDIAN TEA

We have some extra cup quality lines in stock.

We are selling them at lower than new import prices.

We advise customers to purchase for next four months on present price basis.

KEARNEY BROS. LIMITED

TEA—COFFEE IMPORTERS

33 St. Peter Street Montreal

ESTABLISHED 45 YEARS

Salesmen Wanted

Men who have worked up a connection with the trade are far more valuable to you than inexperienced men. The way to locate them is through your trade paper, because wide-awake salesmen read it. When in need of salesmen use the Want Ad Page; the rates are 2 cents per word first insertion and one cent per word for each subsequent insertion, a charge of 5 cents extra is made for Box Number to cover cost of forwarding replies.

Oranges
California Lemons
and Early Vegetables

We Invite Correspondence

LEMON BROS.
Owen Sound, Ont.

Furnivall's

NEW SEASON'S

STRAWBERRY

JAM

is now ready

There's quality here to win you the jam custom of people who are more than usually hard to please. You can place your order now with any of our agents.

Furnivall-New, Limited

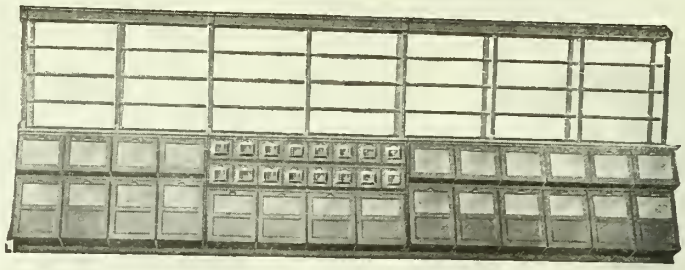
HAMILTON, CANADA

AGENTS—**The City of Ottawa and the Lower Provinces** (except Cape Breton): Messrs. Geo. Hodge & Son, Ltd., Montreal, Que. **Ontario:** MacLaren Imperial Cheese Co., Ltd., Toronto, Ont. **Manitoba:** H. L. Perry Co., Winnipeg, Man. **Hamilton:** J. T. Price & Co. **Cape Breton,** N.S.; O. N. Mann, Turnbull Bldg., Sydney, N.S.

A Wall Case like this instead of those lumber shelves

MR. GROCER: Help to reduce the high cost of living and bring more customers to your store by installing sanitary fixtures in your store.

The old-fashioned shelves and drawers are a haven for waste.



COMBINATION X SECTIONAL WALL CASE

Give us a few particulars of your requirements. Send floor plans and measurements and we will send you specifications and estimate without obligation.

Eliminate waste, save yourself needless labor, give quick service to your customers. The **Walker Bin Fixtures** will save you 25 per cent. labor, time and money.

The Walker Bin & Store Fixture Co., Limited

KITCHENER, ONTARIO

A SUGGESTION

During the vacation months there are big possibilities of increasing your sales on foods and beverages that are used by the sportsman, afoot and afloat, and the automobilist.

A DISPLAY

G. Washington's Coffee	Crackers
Potted Meats	Ginger Ale
Sardines	Cheese in Jars

and other like products on a small table where they can be handled and looked over, will make many a sale. Your customers will thank you.

DELICIOUS ICED COFFEE made instantly with

G Washington's REFINED Coffee

Went to War Home Again

The public knows that the DEL MONTE label on canned fruits and vegetables is an unqualified guarantee of high quality and fine flavor. That's why they sell so quickly.

BB

Blackwoods Drinks

A drink to suit every taste—Ginger Ale, Maltbru, Beer, Fruit Syrups, Cream Soda, Bonds Export Ale, Bonds Stout.

One drink is a recommendation for continuous use and a sure customer for your store.

Make a display of—

BLACKWOODS DRINKS

Push their sale for a few days. You will then see how your stock starts moving. See your dealer.

Blackwoods Pickles, Tea, etc are some of the "Blackwoods family."

Blackwoods, Limited

WINNIPEG - MAN.

"Here Since 1876"

HOPS

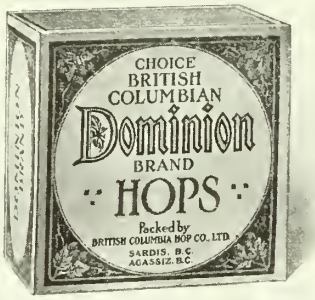
In Quarter and Half Pound
Full and Short Weight Packages

BUY DIRECT FROM THE PRODUCER

BRITISH COLUMBIA HOP CO., LTD.

Ranches located at
Sardis, Agassiz,
B.C.

Head Sales Office:
235 Pine Street,
San Francisco,
California.



Largest Hop Growers in Canada

Write for Prices—Samples

Agents: for Western Canada, Donald H. Bain Co., Winnipeg, Man.
Ontario: Raymond & Raymond, London, Ontario.
Quebec: Arthur P. Tippett & Co., Montreal, Quebec.

DESICCATED COCOANUT

We import direct from our own mills at Colombo, Ceylon, and stand behind the quality of our goods. The prices we quote are rock-bottom. Let us quote you on your next requirements.

Our agents are:

Tees & Persse, Ltd., Winnipeg, Fort William, Regina, Saskatoon, Moose Jaw; Tees & Persse of Alberta, Ltd., Calgary, Edmonton. Newton A. Hill, Toronto, Ont.; E. T. Sturdee, St. John, N.B.; R. F. Cream & Co., Ltd., Quebec, Que.; J. W. Gorham & Co., Halifax, N.S.; C. T. Nelson, Victoria, B.C.

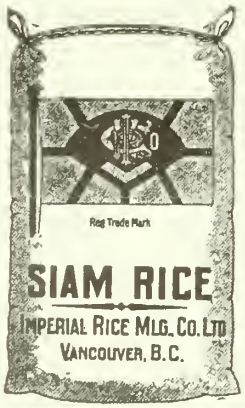
Dodwell & Co., Ltd.

Importers & Exporters

VANCOUVER

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.



We are offering the best value in Rice on the Canadian market to-day.

SNOWCAP PILCHARDS

Delectable and Dainty Hand Packed BY

The Nootka Packing Co., Ltd.

NOOTKA, B.C.

Packed in 1 lb. Talls and 1-2 lb. Flats.
Sold By Your Jobber.

EXCLUSIVE DISTRIBUTORS

Dodwell & Co., Limited

VANCOUVER, B. C.

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The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcement appear on this page.

BRITISH COLUMBIA

C. T. NELSON
GROCERY BROKER

165 Hibben-Bone Bldg., Victoria, B.C.
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Live men calling on retail trade.
VICTORIA VANCOUVER

KELLEY-CLARKE CO.
VANCOUVER, B.C.
GROCERY AND SALMON BROKERS
MANUFACTURERS' AGENTS
Offices also at Seattle, Tacoma and Spokane, Wash.; Portland, Ore.; San Francisco, Los Angeles, Cal.; Boise, Idaho; New York City.

B.C. Market?

We can place one or two good Specialty lines.
Our firm has back of it a 15 years' success reputation.
We have a staff of aggressive salesmen and first-class storage and warehousing facilities.
Write us if you want real representation.

Little Bros. Ltd.
VANCOUVER

M. DESBRISAY & CO.
Salmon Canners and Manufacturers' Agents
VANCOUVER, B.C.
Our organization is equipped to handle any manufacturers' line.
Our salesmen get results.

North West Trading Co., Ltd.
Importers of Australian and Oriental Produce
SALMON BROKERS
DOMINION BLDG. VANCOUVER

EXCELLENT FACILITIES FOR SELLING AND DISTRIBUTING
FREE and BONDED WAREHOUSE
CAMPBELL BROKERAGE CO.
860 CAMBIE ST. - - VANCOUVER

PETER LUND & COMPANY
MANUFACTURERS AGENTS
Can sell, and if required, finance one or two additional staple lines for
British Columbia Territory
Interested manufacturers please communicate
505 Metropolitan Bldg. Vancouver, B.C.
Reference: Merchants Bank of Canada, Vancouver, B.C.

SAY YOU SAW IT IN CANADIAN GROCER WHEN WRITING TO ADVERTISERS

Squirrel Brand PEANUT BUTTER

MACARONI
The pure food that builds Muscle and Bone at small expense.
The Meat of The Wheat
Manufactured by the
Columbia Macaroni Co., Limited
LETHBRIDGE, ALTA.

When in Doubt Try the "Want Ad" Page

Every week this page is being used to splendid advantage by others. If you have something to sell, or you want to buy a business, fixtures or equipment—or maybe you want a clerk, a traveller—try it out.

Two cents per word first insertion, and one cent per word for each subsequent insertion, and five cents extra per insertion for Box No. Payable in advance.

ADDRESS

CANADIAN GROCER - - 143-153 UNIVERSITY AVE., TORONTO

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A. M. Maclure & Co.
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

Wholesale Grocery Brokers
Commission Merchants
410 Chamber of Commerce, Winnipeg
Personal attention given to all business entrusted to us.
Correspondence Solicited. Established here 1900.
GEORGE ADAM & CO.

ALEX. BAIRD LTD.
Manufacturers' Agents
300 Montreal Trust Bldg.
WINNIPEG, MAN.
Correspondence Solicited

C. H. GRANT CO.
Wholesale Commission Brokers and Manufacturers' Agents
810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

W. L. Mackenzie & Co., Ltd.
Head Office: Winnipeg
Branches at
Regina, Saskatoon, Calgary, Edmonton

Macdonald, Adams Company
Brokers and Manufacturers' Agents
Open to negotiate for new lines of Grocery Specialties in Western Canada
502 Avenue Building, Winnipeg

The McLay Brokerage Co.
Wholesale
Commission Merchants and Brokers
Write Us Regarding Your Account
Winnipeg

Mention This Paper When Writing Advertisers.

Donald H. Bain Co.

WHOLESALE GROCERY COMMISSION AGENTS

A sales force of competent men.
Ample capital—and the reliability that goes with it.
A record of results—and the prestige that follows it.
An energetic, result-getting organization—with satisfied clients to prove it.
Are all at your disposal if WE represent you.
Every branch a business in itself, directed by capable, experienced managers.
All varieties of Food Products.
If you want results get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER
ALSO AT 60 CHEAPSIDE, LONDON, E.C. 2, ENGLAND

Canada Food Board License No. 6—450

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WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.

The Largest in Western Canada

We are the largest Storage Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated Warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

F. D. Cockburn Co., 149 Notre Dame Ave. E., Winnipeg

We represent some of the best manufacturers and will give your line the same attention. From Port Arthur to the Rockies we represent, among other lines, Jireh Food Co., Jas. Epps & Co., Ltd., and Kerr Bros.

SIX HOUSES IN WESTERN CANADA

W. H. ESCOTT CO., LIMITED Winnipeg, Man.
W. H. ESCOTT CO., LIMITED Saskatoon, Sask.
W. H. ESCOTT CO., LIMITED Regina, Sask.
W. H. ESCOTT CO., LIMITED Calgary, Alta.
W. H. ESCOTT CO., LIMITED, Fort William, Ont.
W. H. ESCOTT CO., LIMITED Edmonton, Alta.

WHOLESALE GROCERY BROKERS, MANUFACTURERS' AGENTS, IMPORTERS

Consignments Solicited HEAD OFFICE: 181-183 Bannatyne Ave. East, WINNIPEG *Write Us*

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WESTERN CANADA

The House *of*

Scott-Bathgate Co., Limited

Founded on Service, Integrity and Reliability. Have an organization equipped to introduce your products in Western Canada.

Manufacturers should write us. .

Address:

140 Notre Dame Ave. E., Winnipeg

"Always On The Job"

The H. L. Perry Co., Ltd., 214-216 Princess St., Winnipeg

As your Selling Agents, we can make a big success of your Account.

STORAGE DISTRIBUTING FORWARDING

ALBERTA

D. J. MacLeod & Co.
Manufacturers' Agents and Grocery Brokers
EDMONTON, ALTA.
Open to negotiate for new lines in Alberta. Our staff calls on wholesale trade and does detail work.

B. M. Henderson Brokerage, Ltd.
106-7 Adams Building, Edmonton, Alta.
(Brokers Exclusively)
Dried Fruits, Nuts, Beans, Jams, Cereals, Fresh Fruits and Vegetables.

MacCosham Storage & Distributing Co., Limited
MacCosham Bldg., Edmonton, Alberta
CARLOAD DISTRIBUTORS, CARTAGE AND WAREHOUSEMEN
Free and Bonded Storage
5 floors---60,000 sq. feet.

Say you saw it in Canadian Grocer, it will identify you.

PACIFIC CARTAGE CO.
C.P.R. Carters
Office: C.P.R. Freight Sheds CALGARY
Distribution of Cars a Specialty
Storage and Forwarding Prompt Service

Calgary Storage & Cartage Co., Ltd.
CALGARY, ALTA.
We can give you efficient service in
Storage -- Distribution -- Cartage
in this district.

Watson & Truesdale, Winnipeg

Have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRI-
BUTION

A BRANCH HOUSE WITHOUT THE COST OF MANAGEMENT

The Regina Cold Storage & Forwarding Co. Ltd.

Regina - Saskatchewan

COLD STORAGE WAREHOUSING CAR DISTRIBUTION

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

T. M. SIBBALD & SON
GROCERY BROKERS
Agent for KELLOGG'S Toasted Cornflakes
Another Agency Solicited
311 KING ST. E. - TORONTO
Storage and Bonded Warehouses

MACLURE & LANGLEY
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

LOGGIE, SONS & CO.
Merchandise Brokers and Manufacturers' Agents
Grocery, Drug and Confectionery Specialties
Foy Building, - 32 Front Street
TORONTO - ONTARIO

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

OCEAN BLUE

In Squares and Bags.

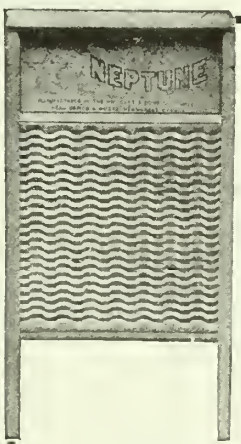
EVERY woman takes a pride in having spotlessly white household linen. OCEAN BLUE gives the best results in the easiest way.

Give **all** your customers the opportunity of testing it, and you will soon need to

Order more from your Wholesaler.

HARGREAVES (CANADA) Limited
The Gray Building, 24 and 26, Wellington Street, W., Toronto

Western Agents: For Manitoba, Saskatchewan and Alberta: W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon: Creeden & Avery, Rooms 5 and 6, Jones Block, 407 Hastings Street West, Vancouver, B.C.



The Clean Basswood Backs

on all Cane's Washboards present a nice, new appearance that exerts a favorable influence on sales, as compared with backs of darker wood. They are also free from slivers and splinters, and the washing plates are of equally high quality.

Ask your jobber to supply you with an assortment of these "Cane" Washboards.

Diamond King—Glass rubbing plate.
Improved Globe—Zinc rubbing plate.
Original Globe—Extra heavy back, zinc rubbing plate.
Western King—Enamel rubbing plate.

Jobbers also carry a full line of Cane's Woodenware which includes: Pails, Tubs, Clothes Pins, Bake Boards, Butter Moulds, Etc.

The Wm. Cane & Sons Company, Ltd.
Manufacturers NEWMARKET, ONT.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO
Canadian Food Control License Nos. 6-236/7/8

THE S. G. BENDON UTILITY CO.
Brokers and Commission Agents
30 St. Francis Xavier St., Montreal
Our Motto: Always at Your Service

JOHN E TURTON
Wholesale Grocery Broker
BOARD OF TRADE BUILDING
MONTREAL

Established 1889
HOWE, McINTYRE Company
Grocery Brokers, Importers and Manufacturers' Agents.
91-93, Youville Square,
MONTREAL ∴ CANADA

J. C. THOMPSON COMPANY
Brokers and Commission Agents
Montreal, P.Q.

MARITIME PROVINCES

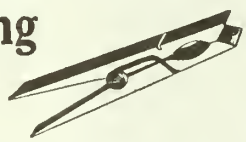
GAETZ & CO.
MANUFACTURERS' AGENTS AND GROCERY BROKERS
47-49 Upper Water St., Halifax, N.S.

Paul F. Gauvreau
Wholesale Broker
FLOUR, FEEDS AND CEREALS
84, St. Peter Street, Quebec
Am buyer of Peas, Beans, mixed Grain of all kinds. Mail samples and prices. Need big quantities to fill contracts.

J. L. FREEMAN & CO.
Wholesale Grocery Brokers
ROOM 122 BOARD OF TRADE BUILDING - Montreal

WHEN WRITING ADVERTISERS KINDLY MENTION THIS PAPER

Dominion Spring Clothes Pins



An excellent pin that will please the housewife. You can get a supply from any good Wholesale Grocer or Jobber.

The J. H. Hanson Co., Ltd.
244 St. Paul St. West, Montreal

We need agents to handle our lines, in Ontario and Western Canada.
Lines sold to Grocers
When writing mention your bankers

Majestic Products Co.
Office: 17 St. James St., Quebec, Que.

DO YOU NEED ANYTHING?

If so, turn to page 66 and look it over

The opportunity you are looking for may not be there. Then create your opportunity by advertising. It is easily done. Write a concise description of what you need. Count the words. The rate is small, 2 cents per word for first insertion and one cent for each subsequent insertion. If you want your replies directed in our care the charge for Box is 5 cents per insertion extra.

CANADIAN GROCER, 143 University Ave., Toronto, Ont.

You Can Conscientiously Recommend Peanut Butter

AND AFTER ALL---

"SQUIRREL" BRAND

IS

THE BEST

A Product of Absolute Purity---Containing those Food Values so essential to Child Life

Nutritious---Appetizing

Selling Agents for Canada:

Oakes & Wyman, Halifax, N.S.	Nova Scotia
Baird & Peters, St. John, N.B.	New Brunswick
A. G. Snowdon, Coristine Bldg., Montreal	Quebec
S. H. Moore & Co., Excelsior Life Bldg., Toronto	Ontario
Mason & Hickey, Winnipeg	Western Canada

CANADA NUT COMPANY, LIMITED
VANCOUVER, B.C.

The Youngsters all like

Coca-Cola

TRADE MARK REGISTERED

Yes—and the "oldsters" too. Everybody likes Coca-Cola—everybody wants it.

That's why it's so easy to sell this delicious beverage and why so many good Grocers are securing quick turnover and good, big profits by featuring Coca-Cola in bottles and by the case.

Will you have it—when they call?

THE COCA-COLA CO.
WINNIPEG

Canada Food Board License No. 365-15.

4T

MONTREAL, TUESDAY, APRIL 28, 1896.

"PROMISES
may get friends, but it is performance that must nurse and keep them."

"SALADA"

CEYLON TEA

makes fast friends and converts on a "Tea Pot" test, because it is irreproachable in quality.

LEAD PACKETS ONLY. 1001 BY ALL GROCERS.

Here's an old "ad"—not the first by any means for we started in '92—but we know you will agree with us that the quotation is as good to-day as then. Moreover, we can speak in the greater experience now and an absolute conviction of its truth.

"SALADA" TEA COMPANY

Toronto Montreal

TOMATO CATSUP

AYLMER BRAND

A POPULAR LINE --- STEADY DEMAND --- PROFITABLE

GLASS BOTTLES
8 oz. 12 oz. 17 oz.
2 DOZEN TO CASE

GLASS AND STONE JUGS
1 GAL.
4 TO CRATE

THROUGH YOUR JOBBER OR DIRECT

DOMINION CANNERS LIMITED
HAMILTON, CANADA

Canada Food Board License No. 14-12

OLIVE BUTTER

The Table Delicacy that is gaining many friends. The demand for *BLUE SEAL Olive Butter* has increased to such proportions that we are now shipping it in car load lots.

If the grocer who has not stocked *Olive Butter* will put it in and always keep a counter display, he will find he can work up a good profitable trade. It is a delicacy that appeals to all housewives, as it is just the thing for sandwiches for the picnic, outing party or luncheon at home.

E. W. Jeffress, Limited

Walkerville, Ont.

W. G. PATRICK & COMPANY, LIMITED

Toronto and Winnipeg Selling Agents for
our Blue Seal Lines.

Your customers are strong for Palmolive

Everybody knows Palmolive Soap. It's the favorite Toilet Soap and there's a good big demand for it in every community.

You can make nice profits by featuring Palmolive Soap regularly. Every sale is a "repeat" maker.

Get a Trial Supply

THE PALMOLIVE COMPANY OF CANADA, Limited
TORONTO

Every EUREKA refrigerator

is equipped with the Eureka patented cold dry air circulation system.

And

because of the system and of the conscientious construction of the Eureka Refrigerator, every inch of the cooling chamber is equally good for the successful conservation of perishable foodstuffs.

Ask a brother merchant who has one.

Satisfied customers our best ad.

EUREKA REFRIGERATOR CO., LTD.

Head Office: Owen Sound
Branches: Toronto, Hamilton, Montreal, Calgary, Halifax

No. 19
Eureka Refrigerators

Once Used, Always Used

CREAM OF BARLEY, a delicious breakfast food, cooked in three minutes; a most healthful diet for youth and old age; the most sensitive stomach can retain it, and it is recommended by all the leading physicians. We are the originators and only manufacturers of CREAM OF BARLEY, PEARL BARLEY FLOUR for Babies and Invalids, and SISTER MARY'S PAN-CAKE FLOUR. Every package of CREAM OF BARLEY is guaranteed, and we say on label, "Use one-half package, and if not satisfied, return it to your grocer and he will refund your money." Our goods are recommended by Dr. McGill, chief analyst at Ottawa, so you take no chance when ordering goods from us. Our mill is the only exclusive barley mill on the continent. Use "CREAM OF BARLEY" and stop taking medicine, for it is the real Mackay and can be bought from all first-class wholesale grocers.

Our trade-mark is [illegible]

MANUFACTURED BY

John Mackay & Co., Limited
BOWMANVILLE, ONT.

We want to send you this sales helper

Colman's and Keen's Brands are now coming out in larger shipments — are you stocking up more fully?

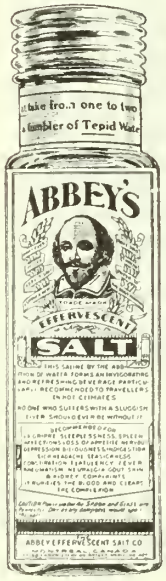
We'll send you this card free if you give us your name and address. Don't you want one?

Magor Son & Co., Ltd.

191 ST. PAUL ST., MONTREAL 30 CHURCH ST., TORONTO

Abbey's EFFERVESCENT SALT

Makes Life WORTH LIVING



A Refreshing Summer Drink

Keep up your sales of Abbey's Salt right through the summer by telling your customers how to use it as a sparkling, refreshing drink.

A teaspoonful of Abbey's Salt in a glass of water quenches thirst — relieves the depressing effects of hot weather—drives away Headaches —purifies the blood—clears the brain—and promotes sound digestion.

Abbey's Salt is one of the standard preparations that sells all the year round; which is why we advertise it in the leading publications all the year round. Stock it—push it.

THE ABBEY EFFERVESCENT SALT CO., MONTREAL

CANADIAN GROCER

Vol. XXXIII. TORONTO, JULY 18, 1919 No. 29

A Good Time to Buy Teas and Coffees

Advices From Primary Tea Markets Show Present Quotations Much Higher Than Two Months Ago—Further Gains Likely—Coffees Are Very Strong

THERE is no doubt about it, but the present is a good time to buy coffees and teas, according to information gained by CANADIAN GROCER. Present spot prices of teas have not changed because of the stocks that have been held and because of the advantages gained from good blending. A prominent importer of teas told the GROCER representative this week that there is an exceptional demand for Indian teas from all markets, which if maintained must force prices higher. Advices from primary markets point to a falling off in supplies, and to a corresponding improvement in quality. There are two periods when production is low, and two alternate periods when the growth is heavy. India is now entering on one of two periods of short supplies. The reason is that the finest quality of tea is produced under conditions that produce the smallest quantity, during the dry weather season.

Exchange Very High

Then again, the strong position of exchange on Ceylon continues to have a very strong influence on the market. It is now ruling at 1s, 8 17-32d. on the rupee, representing approximately a premium of 25 per cent. on the par value of the rupee. Advices to purchasers are to the effect that present buying is 4d. per lb. higher than purchases of the same standard two months ago.

English Prices Induce Export

The Canadian market is being cleaned up of teas. Because of the higher prices ruling in London, importers who have had stocks unsold have shipped them to the Old Country. One importer stated that a shipment of 100,000 pounds was sent across last week.

Coffees at High Levels

In the case of coffees the influence of the reopening of the European market, now that peace is settled, is making itself felt. Primary markets are very strong, and the prospect is that Germany and Austria will be very heavy buyers of coffees, and this will have a tendency to keep the markets very firm. According to a recent statement in the New York Journal of Trade and Commerce, however, there is no scarcity of coffees, and supplies will be more than sufficient for the inquiry. Quoting from this statement in part, it says:

Visible Supply Increases

"At the beginning of the crop year of 1919-20 it seems appropriate to make comparisons with the previous year. On July 1, 1918, the world's visible supply was estimated at 12,000,000 bags. On July 1, 1919, it was estimated at 14,000,000 bags. The crop of 1918-19 was estimated at about 10,000,000 bags, that for 1919-20 is estimated at 13,000,000. With 27,000,000 bags in sight to supply the needs of the world until the 1920-21 crops are harvested, it is evident that there will be no scarcity of coffee. Regarding consumption, when prices are high deliveries called consumption decrease, and when taking into consideration the reduced buying power of Europe it would appear fair to fix at 16,000,000 bags as a reasonable estimate for consumption. Deliveries were never over 18,000,000 bags excepting in the first years of the European war, and this excess was largely caused by statistical duplications through transshipments.

Reasons for High Market

Reading the above, it is natural to look for the reasons why with abundance of coffee grown and harvested much more than sufficient to supply consumption until July 1, 1920, present prices should rule. The initial cause was the European war, which disturbed shipping facilities, resulting in the accumulation of stocks in producing points and the decreasing of normal supplies in consuming countries. Then last year, about this time, a frost occurred in Santos, doing great damage. At first little credence was given to the reports, there having previously been only two years in which a frost in June or July had affected a crop, for at that season it is the beginning of their winter. Later the damage was confirmed and fairly reliable estimates have been accepted that the Santos crop which averages 10,000,000 bags, will for 1919-20 only amount to 3,000,000 to 4,000,000 bags. A very good authority, after careful and painstaking examination, gives the figures as 3.824,000 bags. Now there is no doubt of the damage done to the present Santos crop and it might be an excuse for present prices were it not for the fact that including Government holdings there are 5,000,000 bags of coffee in the seaport of Santos, enough to make up for any deficiency occasioned by the frost of last year. Also the fact that all the other coffee crops promise more than normal quantities. It is interesting to know that the expert authority mentioned above is of the opinion that under usual conditions the 1920-21 Santos crop should be 8,000,000, the 1921-22 the same, followed by very large crops thereafter.

1918-19 Deliveries Gain

The deliveries of all kinds of coffee in the United States during the 1918-19 crop year just finished amounted to 8,924,604 bags, an increase of 307,137 bags from the previous crops, but the extreme high prices of Brazil coffees have decreased the amount of their deliveries by 801,687 bags, while those of mild coffees increased 1,171,824 bags. In fact for a good part of the year mild coffees, which generally command better prices than Santos, have sold as low or lower. It is impossible to form a satisfactory opinion as to the amount of coffee remaining in the interior in producing countries. If the estimates of the 1917-18 crops were correct, and they have not been corrected or disputed, there must be a very considerable amount still being held back. This is especially so in Rio and in the East Indies. The Robusta crops of 1917-18 have barely begun to move, leaving the 1918-19 crops unsold, which are estimated will amount together to over 1,500,000 bags. Continual repetition concerning the frost damage and the uneven distribution of the world's supplies has created a sentiment favoring advances until the present high level has been reached. Indications at present are that the zenith has been reached and as the stocks in consuming centres increase a gradual reduction in prices will follow. The visible supply of Brazil coffee for the United States is still much less than it should be, amounting to 1,172,478 bags, against 2,118,277 bags last year. The spot Brazil stock in New York has increased, owing to arrivals, and is now 372,845 bags. The demand is very poor, partly owing to the recent rapid fluctuations and partly to the large deliveries.

Cream of Tartar Soaring Again

War Conditions, Especially in French Product, Have Caused Constantly Fluctuating Conditions—Product Again Showing Firmness

ALMOST unsettled market has obtained of late for cream of tartar, particularly the French product. Prices were very high for some time and then showed a considerable revision downward. For some weeks there has climbing upward from the low levels that had been reached, the prices going as low in some cases as 34-35c in a wholesale way. Now the other extreme has been touched again and 75c to 85c is nearer the actual market, though at present a nominal basis is obtaining.

In analyzing the tendencies it is not easy to get at all the facts, perhaps, but some points stand out prominently. In the first place, the French cream of tartar is a product of the grape, and with the falling off in the wine production of France, the result is the cream of tartar industry has suffered. Because of the fact that supplies have been thus curtailed, the market has been very uncertain and requirements have not been met with any regularity. Sometimes the result has been that there would appear to be an ample supply—then this would quickly dwindle. In view of this it was not surprising, altogether, that prices should show wide and sudden fluctuations, sometimes upward, sometimes downward.

The signing of the armistice further beclouded the situation. Holders of stocks of cream of tartar appeared more anxious regarding the market than ever, and there were instances, it is claimed, when considerable loss was sustained by parties unloading. In one case, CANADIAN GROCER understands that a quantity of cream of tartar was sold for 20c to 30c per pound under the purchase price.

As matters now stand there is a healthy demand from users in Eastern Canada, and this condition will probably apply elsewhere. The basis is a firm and a high one, and the future will largely depend upon what production amounts to in the French centres. And, in the matter of present supply well-posted authorities claim that "spot stocks are very, very light."

Action of Government Shortens Operations of Mills

Sale of Millions of Bushels of Wheat Eats Up Practically All the Remaining Stocks of Grain, and Will Force an Early Closing of All the Larger Flour Mills—This Condition Will, in All Probability, Have Its Influence on Prices

A new situation has developed in the milling industry, owing to the requisitioning of practically all the available stocks of wheat to meet governmental sales contracts. Though there are considerable stocks of flour on hand in Canada at the present time, this sudden change in conditions will unquestionably have a firming influence on the market.

The Canadian Government without apparently any exhaustive inquiry into the stocks of grain available entered into contract with the Grecian Government to sell them 3,000,000 bushels of wheat. The time coming to deliver they discover that there is not now available any such quantity of wheat of the grade sold. The Government, having put themselves under obligation to deliver this wheat, have had to take it from the only sources available, the mills, the railways and the elevator companies.

The quantity sold represents very closely the balance of last season's crop, of all grades down to No. 4. The Wheat Export Co. have released a part of its purchases to meet the demand and have replaced stocks with lower grade wheat, so that there are only limited supplies of any grade of wheat available at the moment. This condition of affairs is, of course, serious to the milling industry of Canada. It means a tieing up of the the Canadian mills for probably six weeks, whereas had these stocks been available they might have continued operations practically till the new crop wheat was available.

Fortunately the new crop will be available considerably in advance of its usual season, otherwise the conditions might be still more aggravated.

> Think out new ways; think out new methods; think out new ways to deal with old problems. Don't always be thinking of getting back to where you were before the war. Get a real new world.—David Lloyd George.

BRITAIN BECOMES LARGE IMPORTER OF JAM

The British Isles have become heavy importers of jam as result of war conditions such as scarcity of labor, scarcity and high price of sugar and cost of fruit. These are conditions that cannot be relieved in a season and it is probable that this unusual demand will continue for some time and that a part at least may be permanent.

British imports of jam in normal times totalled 1,000 cwt. annually. In 1917 no less than 163,754 cwts. of jam were imported from Australia alone, to say nothing of smaller amounts from Canada and other countries.

SOME U. S. SOAP FIRMS TO BE INVESTIGATED

Giving Gratuities Claimed to Be Unfair Competition

A number of manufacturers of soap, textile soaps, and allied products have been cited in formal complaints by the Federal Trade Commission on charges of unfair competition in giving gratuities and presents to employees of their customers and prospective customers with the view of influencing the purchase of their products.

Fourteen firms in all were named in this connection, and summoned to appear before the commission in Washington on August 11.

NEW FRENCH TARIFF REGULATION

The new French tariff places a surtax on a number of commodities imported into France and Algeria. Among the food products affected are soap, transparent and perfumed, 10 per cent. ad valorem; soap other than perfumed, 5 per cent. Candles of all character, 5 per cent; gelatine of all kinds, 5 per cent. An embargo still exists against meats preserved by frigorific process, wheat, fermented grape wine and raisin wines.

MARITIMES TO HAVE NEW SIZED APPLE BARREL

A new regulation apple barrel, to hold 100 quarts, will be in use in the Maritime Provinces this year, and Deputy Minister Bradt is now making arrangements for providing the necessary supply. The new barrel will hold four quarts more than that which has been in use in the Maritime Provinces, although smaller than that which Ontario and Quebec growers have used. There will be a uniform barrel throughout Canada, and it will be illegal to use any other size.

Deputy Minister Bradt haid that he believed the required supply of barrels could be supplied by mills at Oromocto and St. John and the price will probably be about 45c each, whereas in Nova Scotia the growers have to pay 58 cents. It is expected about 50,000 barrels will be required to meet the demands.

Grocery Trade Increased Tenfold

Lyndroute Store, Roncesvalles Avenue, Toronto, Expands on a Big Scale—Situation and Advertising Help Build Big Business

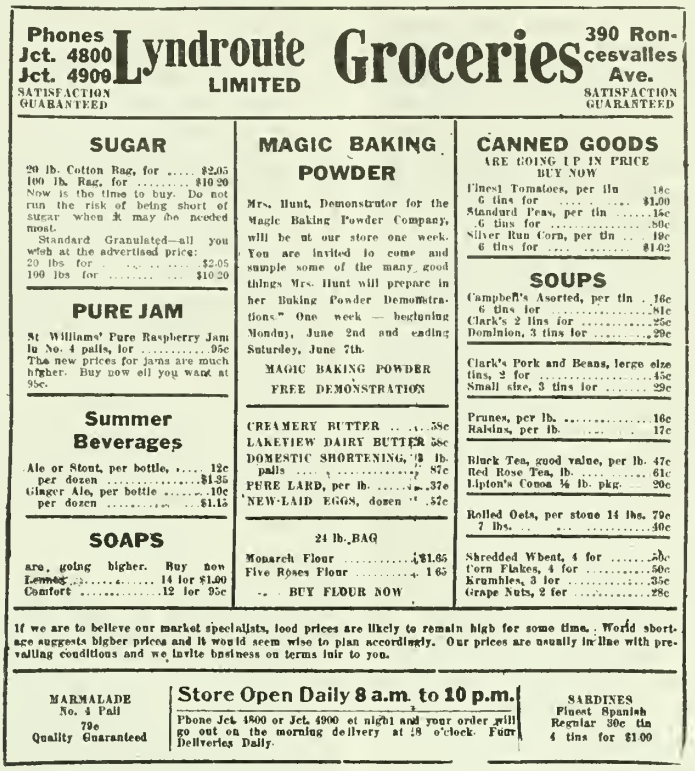
IN a little better than a year, the business of the Lyndroute store at 390 Roncesvalles Avenue, Toronto, has expanded almost tenfold, and just recently a record has been established in the matter of sales. C. H. Routliffe, who is the senior member of the firm operating this store, told CANADIAN GROCER that five years ago he started four stores in the city of Toronto, in widely separated districts. The war developing as it did, requiring his son who was with him in the business, to enlist, he found it necessary to relinquish some of them, and gradually he disposed of them all, with the exception of the one situated as stated above. A little over a year ago, this store was one of the poorest paying stores of the four that he had conducted, and in a community where he had believed there were great opportunities, Mr. Routliffe was determined to make it a going proposition. With all his time and energies concentrated on the one business, in the past year, he has built up a trade that is remarkable for its expansion.

Now Averages Nearly $3,000

It is interesting to note in the months prior to April 1918, this store did not average in the weekly turnover much above $300, but since that time there has been a very rapid increase from month to month, until in the last week of May 1919, the turnover approximated $4,000. Of course this last mentioned total is the result of exceptional circumstances, chief of which is that occasioned by the fear among the public of a general strike. Mr. Routliffe stated that buying had been on a very large scale in the last week of May, unprecedented in their history. But the GROCER representative perusing his weekly records could see that the weekly turnover under normal conditions has been averaging $2,500. With the advent of warm weather, when the daily consumption of foodstuffs is not so heavy as in the colder periods, and because of the accumulation that has taken place in the past fortnight, Mr. Routliffe looks for a little quieter season, but even at that he expects a continuation of fairly big business.

Situated in Good District

When asked by CANADIAN GROCER as to what particular method or methods he particularly owed the remarkable growth of his business, he stated that first of all, the situation of his store was responsible. Situated in a community covering a fairly extensive part of the city, he had a big buying public, and a clientele of real purchasers. His customers were big buyers, and the Lyndroute store made a point of selling in large quantities.


Phones Jct. 4800 Jct. 4900
SATISFACTION GUARANTEED
Lyndroute LIMITED
Groceries
390 Roncesvalles Ave.
SATISFACTION GUARANTEED
SUGAR
20 lb. Cotton Bag, for $2.05
100 lb. Bag, for $10.20
Now is the time to buy. Do not run the risk of being short of sugar when it may be needed most.
Standard Granulated—all you wish at the advertised price:
20 lbs for $2.05
100 lbs for $10.20
PURE JAM
St Williams' Pure Raspberry Jam in No. 4 pails, for 95c
The new prices for jams are much higher. Buy now all you want at 95c.
Summer Beverages
Ale or Stout, per bottle, ... 12c
per dozen $1.35
Ginger Ale, per bottle 10c
per dozen $1.15
SOAPS
are going higher. Buy now
Lennox .... 14 for $1.00
Comfort .... 12 for 95c
MAGIC BAKING POWDER
Mrs. Hunt, Demonstrator for the Magic Baking Powder Company, will be at our store one week. You are invited to come and sample some of the many good things Mrs. Hunt will prepare in her Baking Powder Demonstrations" One week — beginning Monday, June 2nd and ending Saturday, June 7th.
MAGIC BAKING POWDER
FREE DEMONSTRATION
CREAMERY BUTTER 58c
LAKEVIEW DAIRY BUTTER 58c
DOMESTIC SHORTENING, 3 lb. pails 87c
PURE LARD, per lb. 37c
NEW-LAID EGGS, dozen 52c
24 lb. BAG
Monarch Flour $1.65
Five Roses Flour 1.65
BUY FLOUR NOW
CANNED GOODS
ARE GOING UP IN PRICE
BUY NOW
Finest Tomatoes, per tin 18c
6 tins for $1.00
Standard Peas, per tin 15c
6 tins for 80c
Silver Run Corn, per tin 19c
6 tins for $1.02
SOUPS
Campbell's Assorted, per tin 16c
6 tins for 81c
Clark's 2 tins for 25c
Dominion, 3 tins for 29c
Clark's Pork and Beans, large size tins, 2 for 45c
Small size, 3 tins for 29c
Prunes, per lb. 16c
Raisins, per lb. 17c
Black Tea, good value, per lb. 47c
Red Rose Tea, lb. 61c
Lipton's Cocoa ¼ lb. pkg. 20c
Rolled Oats, per stone 14 lbs. 79c
7 lbs. 40c
Shredded Wheat, 4 for 50c
Corn Flakes, 4 for 50c
Krumbles, 3 for 35c
Grape Nuts, 2 for 28c
If we are to believe our market specialists, food prices are likely to remain high for some time. World shortage suggests higher prices and it would seem wise to plan accordingly. Our prices are usually in line with prevailing conditions and we invite business on terms fair to you.
MARMALADE
No. 4 Pail
79c
Quality Guaranteed
Store Open Daily 8 a.m. to 10 p.m.
Phone Jct. 4800 or Jct. 4900 at night and your order will go out on the morning delivery at 8 o'clock. Four Deliveries Daily.
SARDINES
Finest Spanish
Regular 30c tin
4 tins for $1.00

An effective advertisement recently used with good results by the Lyndroute Grocery Store.

Developing Large Sale Idea

While, of course, as Mr. Routliffe pointed out, they always sold in any quantity desired, they endeavored to sell goods in large amounts. The bulk of their sales in sugar, for instance, was by the hundredweight, and in similar manner it was their aim to dispose of other lines. The fact that the store also adjoins a moving picture theatre, is in Mr. Routliffe's mind, one of the big reasons for its success. The store is always kept open in the evenings, and a very large amount of business has resulted because of this. People coming out to attend the theatre, very often dropped in to the grocery store and gave an order. While Mr. Routliffe favors the early closing law, and was one of the first to sign the petition, he believed that a difference would be shown in his business returns, as a result of being closed in the evenings. The Lyndroute firm employs two motors and a horse for delivery purposes, and a splendid service is rendered his buying public in this way. This was a big factor in attracting transient business from people attending the movie show nearby.

Weekly Paper Helps Sales

A neighborhood paper issued every Thursday, is another way in which this firm constantly brings its name before the public. This little paper is widely distributed in the High Park district, and Lyndroute groceries are prominently displayed on the front page. This advertising, Mr. Routliffe claims, has been productive of gratifying results. Special offers are features of the advertisement, and offering certain lines at slightly reduced prices, has always been the means of attracting a good deal of business, and in selling one line that was on sale, is invariably accompanied by a fairly good order. The Lyndroute store is not strictly a cash business. Mr. Routliffe told CANADIAN GROCER that it was about equally divided. Little difficulty, however, is experienced as a result of extending his customers' credit.

PAYING PREMIUM FOR CANNED FRUITS

Brokers, acting for buyers, are offering from 15 to 25 per cent. over opening prices in their attempts to get canned fruit for their principals.

Seattle Prices High

A visitor to Seattle reports that on the market there the following prices prevail: strawberries, 2s, $5.90 per doz.; cherries, ex. stand, $4.50 per doz.; extras, $5 per doz.

Unconscious Influence Decides Sales

Dealers Unknowingly Frequently Put Their Influence Behind Certain Brands

"THE sale of gum, while it may not amount to a very heavy volume, is very good business," states Jas. Thomson, James St. South, Hamilton, Ont. "There are some people who think that it is a children's business," he continued, "but that has not been our experience. Of course we have a silent salesman on the street for selling gum, and we don't know who patronizes this machine; indeed we keep it mainly because it always has a supply of coppers for us. It sells perhaps $5 a month. That may not be considered a very large business, but the convenience of always having an available supply of coppers to fall back upon makes it distinctly worth while to us. Of course the bulk of our trade for gum comes direct to the store. Situated as we are within a block of the C. P. R. station, and only a block or so from the Y.M.C.A. and a roller rink, we find there is a pretty steady demand for gum. We keep it, as you see, on the top of the candy display stand, right at the front of the store, where it can be secured without any difficulty or delay. We sell three kinds. We find, however, that one of these has the largest sale.

"No, I do not know that we display any preference in the sale of this line. There is hardly enough in it to justify this action," he added.

That Unconscious Influence

It is an interesting fact, however, that every person entering the store has to pass under a large display sign that calls attention to the particular merits of the best selling line. This sign was placed in position with Mr. Thomson's consent, and it is certain there was no advertising matter of either of the other brands of gum displayed. So while this particular merchant was confident that he was doing nothing to influence the sale of this particular line, it is undoubtedly a fact that the sign in question placed with his consent was having its influence in directing sales.

Made a Sale

In a commodity such as gum, that represents a sale of 5 cents, it is absurd to suppose that a merchant will consciously devote much time to advocating any particular line. He may do so casually at times, or he may take some pains to do so at other times. For instance, some time ago Mr. Thomson introduced a certain grade of gum to men who were trying to break off smoking by telling them that its flavor very closely resembled tobacco, and by inducing them to try it. But in the majority of instances the influence will be of a more or less unconscious character.

For instance again: J. Venator, 745 Barton Street, Hamilton, also keeps his display of gum on the candy case at the front of the store. He also stated that —— was the best seller, but that for himself he was inclined to favor ——.

A casual glance at the display of gum on the counter failed to locate the best selling brand. It was noticed later on the shelving behind the counter farther down the store. As there was no vacant place on the counter it was fairly evident that this was not a chance condition. But the brand that Mr. Venator himself favored was there at the front of the store, with whatever selling benefit accrues as a result of a better display position. Now very probably this was an unconscious preference, but it was a preference that showed practical results in sales nevertheless.

Different Variety, Different Buyers

There are other conditions that influence sales. There is the children's business and the adults' business for instance, the one a 1 cent transaction and the other a 5 cent one. In one case the grocer gives one line of gum, and in the other case another. A one cent purchase may not look large but it mounts up. As an illustration, it might be mentioned that the largest banana corporation in the world figures on making one cent a bunch on bananas, not a dozen, remember, but on a bunch. The one cent sale that does not take too much time to handle is a very worth-while sale, and the result of this enquiry goes to show that it is going practically exclusively to one brand of gum. Such was the evidence given by Mr. Venator, by A. MacIntyre, Cannon Street, and by Fred F. Daley, Cannon Street, Hamilton.

Mr. Daley, however, states that the bulk of his trade is in ——, and it was a very nice little trade at that. "I always buy in $10 lots," he said. "The company makes a special offer at this figure, and some sort of a bonus gift, and I always take it. I don't 'kid' myself into thinking that I am not actually paying for these things. Of course I know I am; at least I am getting them as a sort of cash discount. It isn't so much that they are of any real importance, but they interest me enough to induce me to buy in these quantities. I do this because I know I can easily sell this line. It is the only line I handle barring the cent goods that I sell to children."

J. Curry, King Street East, Hamilton, sells practically only —— gum. He keeps it in a closed glass jar almost directly behind the counter where he stands to serve customers. Anyone stopping to make a purchase must of necessity see this case and be brought under its selling influence.

Not a Regular Customer

"Gum is not a regular customer trade," according to the statement of W. R. McCaw, Roncesvalles Ave., Toronto. "It is a passing trade sale, and as such is of real value to the store, though the aggregate turnover may not appear very great." He sells two lines of one manufacturer's and one of another, with the bulk of the sale being represented by the latter brand. He stimulates this trade by keeping it prominently displayed in a glass container on the showcase.

Donald McLean, Roncesvalles Avenue, Toronto, states that he does not sell more than a box a week. These boxes contain twenty-six packages, that is of ——. He usually carries another line, but he sells more of the former. He very rarely sells it with his regular orders, but sells it to adults largely. He always has it on the showcase where the candy is displayed.

D. M. Cooper, 230 Wellesley Street, Toronto, sells a couple of boxes of gum a week. These sales consist largely of ——. He also carries ——. Sales in gum are not heavy. An occasional customer buys a package with her order, sometimes stating it is for medicinal purposes.

Some grocers spoken to state they frequently suggest gum to be used by persons of dyspeptic character after eating. In this way they have started adults buying gum who have been fairly continual customers for it.

The investigation shows clearly that the merchant who displays his gum on the counter or attractively in a display case will sell more of it than the one who keeps it out of sight. Many buy it because they see it, just as they do confections, jewellery, and other lines.

UNCONSCIOUS INFLUENCE DECIDES

There are a good many dealers whose idea of service is to give the customer just exactly what the customer asks for. At least there are those who think this is their idea. There are other dealers whose idea of service is to give the customer the best article to be had for the money whether the customer happens to know it by name or not. These merchants believe they are in a better position to know about the merits of various foodstuffs than the average housewife, and that in putting their knowledge at her service they are rendering the store essential to her.

This is not dishonest substitution as some have claimed, as it does not suggest deception. It is service. It means that the customer, and the quality product, get what is coming to them.

Location of Displays Speaks as Loudly as Sales Talk

What the Customer Thinks of the Store Service

Guelph Board of Trade Sets About Finding What is Needed to Improve the Service of the City's Stores—Citizens Asked for Suggestions, and Many Are Received

THE Guelph, Ont., Board of Trade, with the idea of getting some information that will be of use in bettering the service of the city's stores, and consequently of service in building up the city, recently sent out a circular to every home in the city, asking for a frank comment on the service rendered by the stores. The circular read as follows:

The Enquiry Sent Out

"The retail merchants of Guelph want to improve their store service. They want to make trading in Guelph the best within fifty miles. They want every buyer in Guelph always to be sure of unequalled store opportunities.

"They want their customers to suggest how this may be done.

"Please help the Guelph merchants to give you better service by filling out the lines below and returning to Retail Merchants' Division, Chamber of Commerce, 30 Douglas street, Guelph, Ont."

Here followed a blank for the receiver's comment.

The replies, while not always particularly novel in viewpoint, did present some suggestions that indicated that the customers of stores are aware of some of their shortcomings, and are alive to the possibility of improvement. Some of the suggestions for improvement were as follows:

Sundry Suggestions

"Have prices just and reasonable, combined with prompt service."

"Have clerk telephone or call customer for their order on stated days each week."

More "Pep" Needed

"Have clerk show 'pep' in attending to customers. This applies to 95 per cent. of all stores in Guelph."

"Grocers and confectioners ought to make war on the fly. (Woefully required in some stores.)"

"'Dress up' windows more frequently."

"Make a 'gift day' once a month. Give about a $10 article, to be drawn by number."

"Have a record of sales made daily, and give a bonus to the clerk making the largest monthly sales. (Try this out and get a surprise.)"

More Advertising Advised

"By exhibiting more enterprise in advertising and demonstrating their wares. Consider the working classes and keep prices on a level with other places."

"By a little faster movement on the part of the clerks."

"By a perfect willingness to show merchandise, whether you buy or not."

"To smile and say 'Good morning' or 'Good afternoon' to customers, as the case may be."

"Have uniform set of prices."

"In some instances prices are much too high in comparison with other cities."

"Why not try a Friday bargain day once in a while, and also have more competition. It's competition that will develop trade."

"Put on a sale once in a while. Advertise it well and you'll get a pleasant surprise."

A MODERN HIGHWAY ROBBERY

A new method of highway robbery was reported to the police to-night by Joseph Hardcastle, a superintendent for the Borden's Farm Products Co., who stated he had been robbed of $34,000 while motoring to a bank with the day's receipts of the Borden station at Coney Island.

Mr. Hardcastle said that the highwaymen drove up behind his light automobile in a heavy touring car and smashed into him, throwing the lighter car into a ditch.

When the stunned occupants recovered, they found themselves facing levelled revolvers in the hands of three bandits, who seized the small black bag containing the money. The bandits fled in their machine before Mr. Hardcastle or the three guards who had accompanied him could draw revolvers.

The store of Lumley & Chauvin, Tilbury, Ont., is situated in the very centre of one of the most prosperous sections in Canada, and on the country road between Essex and Kent Counties. It is 35 miles east of Windsor, and 20 miles west of Chatham. The country surrounding is given over to the production of canning crops and the town is well known as a canning centre. The locality is also a great oil centre. The community is a prosperous one, so that it is an unusually advantageous location for the general merchant.

Nuts Likely to be Higher in Fall

Stocks of Brazils Becoming Exhausted—Almonds and Walnuts Are in Big Demand

ACCORDING to the statements of large importers of nuts, prices will rule very high in the coming Fall, when demand begins to increase. Great Britain is providing a big market for nuts and buying heavily of all offerings. The tendency in almonds and walnuts is for very strong prices this Fall. Spanish peanuts are at present selling at the same price as it now costs to import them laid down in Toronto. Brazil nuts are being pretty well cleaned up, and it is more than likely that the supply will be exhausted long before another crop is available. Prices on Brazils in the shell are double what they were when they first came on the market. The Brazils usually last through the Christmas season.

Cocoanuts are very hard to get. This is due largely to the fact that copra, a derivative of cocoanuts, is being used in the manufacture of a butter substitute in England. Cocoanut, stripped, is selling to the trade at 30c per lb. Indications point to higher quotations on both stripped and shredded cocoanuts.

Farm-to-Table Plan Fails

UNDER this caption, "The Canner," Chicago, has this to say of the plan brought forward some time ago by Postmaster-General Burleson, of the United States, with a great blowing of trumpets, and a confident announcement that the middleman was going to be proved once and for all an unnecessary cog in the wheel.

"Do you remember the loudly heralded and vastly discussed 'farm-to-table' plan that was going to cut deeply into the high cost of living? Every reader of "The Canner" probably recalls this Burleson hobby which threw a scare into the grocery trade, who saw a considerable part of their business diverted from them taking the 'direct route,' which was supposed to 'eliminate unnecessary middlemen,' etc., etc.

"The farm-to-table plan fell flat for the very simple reason that the public didn't take to it. This an authority of the Postoffice Department acknowledged, admitting that the experience gained in attempting to put over the farm-to-table plan proves that the housewife prefers her neighboring grocer and won't go to the trouble to write letters to a truck gardener or egg producer located from a hundred to a thousand miles away.

"To divert very much business from the regular channels of trade isn't easily accomplished. The 'regular channels of trade' came about as the result of hundreds of years of experience. The wholesaler serves a useful, in fact, an essential purpose, as also does the retailer.

"In what is a sort of obituary notice, the Postoffice Department admits that 'There is little indication that the parcel post will bring down war-boosted prices for any great number of people. Although the department has been working for years to make this system general, people generally seem unwilling to patronize it. People seem to prefer to go to the corner store for their produce and more because it's more handy than ordering days ahead from the farmer. The farm-to-table plan has not done what the department expected of it.'

"The corner store is far more convenient, and it may be doubted if the grocer's prices are any higher than the farmer's."

ENGLISH DEMAND FOR JAM WILL STIFFEN CANADIAN MARKET

With the exception of marmalade, jams of all kinds in the United Kingdom have been scarce and dear for some time. At the present time it is almost impossible to procure a small supply. The general opinion prevailing is that even the liberal grant of sugar to householders for the purpose of making jam will only meet the situation in part; and however large the home crops of fruit may be they will prove inadequate to meet the demands of the consumers. Furthermore, prices of preservable fruit are likely to be so high that only a small proportion of the people will be in a position to purchase them for preservation. Strawberries, although plentiful, are commanding $2 per 4-lb. basket. Gooseberries are 18c per lb., and raspberries and currants are expected to command exceptionally high prices. There is no indication that plums and damsons will be plentiful or cheap.

This being the case there is little likelihood of an exportable surplus of English or Scotch jam for the market, and there is little doubt that Canadian manufacturers will make a strong bid for this business. This fact in conjunction with the high prices that have been paid for fruit will assume strong figures during the coming season.

Corn Syrups and Starch Advance

Strong Prices Ruling on Corn Market Are Reflected in Quotations on Products

SENSATIONAL advances in the Chicago corn market recently when corn advanced to new high levels, is reflected in the markets for corn products this week. Corn syrups show a rise of half a cent per pound on bulk goods and of 30 cents on all case lines. The advance in corn starch is also half a cent per pound. The last advance in these products was early in May, when a similar jump was recorded. This increase in quotations makes the third since the beginning of April. Indications point to a very firm market on all corn products. Weather conditions have not been very favorable to the crop of late, it being too dry and hot. It is also stated that the acreage planted to corn in the United States this year is not nearly as heavy as in former years. On account of the guaranteed price on wheat in the States, many corn growers planted wheat, where usually corn was grown. Then the likelihood of a heavy European demand is undoubtedly having a stimulating effect on values. Bulk corn syrup is now selling at 8¼ cents per pound. Laundry starch in bulk is selling at 10 cents per pound.

Soap Powders Now Higher

Surprise and Borax Powders Are Selling at $2.85 Per Case—Other Soaps Also Show Increases

FOLLOWING the advances on both laundry and Ivory soaps, as announced in CANADIAN GROCER two weeks ago, there has now been a rise in quotations on soap powders. Lifebuoy soap has made a further advance, the new price which has just gone into effect being $7.50 per case of 100 bars. Surprise, Comfort, Borax and Sunlight are steady at the recent advance. Surprise soap powder and borax powder have advanced to $2.85 per case. Similar increases are reported in Pearline and Gold Dust powder. Gold and White Naptha soaps are now selling at $8.25. Fels Naptha is $8.80 per case. N.P. soap has advanced 35c to $5.35 per case. Lux is selling at $7.75 for cases of 72 packages. The reason of the advance is attributed to the increasing cost of raw materials. A jump of nearly 4c per lb. has taken place in the price of fats in the past week, and tallow, as is generally known, enters largely into the composition of soap. Consequently an advance in soap prices was inevitable. Cases of Ivory soap, small bars, have risen to $8.

How to Build Up the Home Town

By E. M. TROWERN, Secretary, Dominion Board, the Retail Merchants' Association of Canada, Incorporated.

THE place where most people congregate in a village is the country store. It is usually a Post Office, the place where the farmers exchange their eggs and butter, the committee room for the politician, the headquarters for countryside gossip, a meeting place for friends, and the place where the merchant is supposed to keep everything from a needle to an anchor. It is from these centres that the villages develop into towns, and the towns into cities. The more the merchant prospers, the better the village prospers, and so it is with towns and cities.

Goods in the retail stores in New York are of little value to the people of Canada. They want to be able to go into the shops in the place in which they live and examine the goods, price them, order them, and either take them home or have them delivered. They want to know also that the goods they select personally are the goods they get, and this is where the local merchant will always have the advantage over the mail order house system, which means that when you buy goods you must rely almost entirely upon the selection by other people, and not upon your own judgment. Perhaps the best illustration that can be given of the advantages of buying in the home town will be understood by those who are familiar with the question of selling boots and shoes at retail, and the correct fitting of the same.

Goods Not Satisfactory

Not long ago, the writer's attention was called to a rather singular circumstance. Visiting a small town in the cool of the evening, when the ladies of the town were visiting the Post Office for the evening mail, a merchant, well posted in the Boot and Shoe business, called attention to the fact that ten ladies out of twelve who passed were wearing mail order shoes. He discerned them by the way in which they fitted the feet. Some were too high in the heel, others too low; some too broad and others too narrow. They were not only uncomfortable but they interfered with the poise and carriage of the wearer. Had these shoes been purchased in the home town, these faults could have been avoided, much to the comfort and well-being of the wearer, and at perhaps less cost in the end. This illustration might also apply to a large number of other articles.

Merchant Should Emphasize the Point

The retail merchants themselves are not entirely blameless for this condition of affairs. Every merchant in business knows that the best way to shop is the legitimate way of shopping, and that is for the purchaser to see the goods, examine the quality, ascertain the price, and find out if they suit before the money is paid. The reason why these facts are not pointed out more prominently by the retail merchant is that they know so well that the above is the proper plan of buying that they believe the public generally should have the same information, whereas perhaps there is more ignorance existing among the general public with regard to the quality of merchandise than there is in connection with almost any other subject. Every merchant will bear testimony to the fact that there are many customers who have an idea that they know all about the quality of goods, whereas, as a matter of fact, they know very little, and it would pay them far better to explain their requirements to an honest merchant who knows his business, and secure his assistance in selecting the goods, and in this way they would secure better value, as well as the styles that would best suit them.

> The great city is merely a development of the small town. Every town is potentially a city, and has nothing to fear from the competition of the larger centre, providing that this competition is wisely met, and that the merchant of the smaller place makes the most of the really overwhelming arguments in his favor. The satisfaction, the convenience, and the promptitude of the service that the small store can offer are conditions that cannot be equalled by the strongest outside selling interest. But the people must be made to see and understand and this is the work of the merchant, and thus will he build up his town.

The citizens of every city, town or village should take a pride in their retail stores in their community. The better the stocks the merchants carry, the better the selection the citizens have, and the greater the number of people who purchase in the home town the better the opportunity the merchants have for increasing their stocks and carrying the latest styles. All citizens who send their money out of the town are injuring the business of the town to that extent, and they are doing an injury to those citizens who patronize the local retail merchants.

The Personal Element

Retail merchants select goods for the convenience of their customers. They study their requirements; they understand the extent of their purse, and the goods are always on hand, ready to be delivered at a moment's notice. Merchandise in Europe is of a very little use to the citizens of any city, town or village in Canada. The goods must be here, ready and waiting, and our system of distribution is so arranged that if trade is developed along natural lines, and those who receive their money from the town patronize the town, they are not only making it convenient for themselves but also for every other resident of that town. If the retail stores were taken out of the cities, towns and villages of Canada, it would be equivalent to destroying the commercial life of Canada.

Appearance A Large Factor

Although not generally mentioned, when the development of a city is questioned, the first thing that strikes a stranger when he enters any city or town is the character of the shops in that city or town. If they are poorly kept and poorly stocked, with unpainted fronts, the town can be considered to be on the decline. If the store fronts are well painted, and the stocks well kept, and the retail merchants alert to their business, the town is always prosperous, and it becomes an attractive place for the farmers and mechanics to congregate. It generally develops into a community hub, and the effect is reflected in the homes and in the surrounding farms. The nearer a good farm is to a thriving city, town or village, the more valuable the farm becomes, and the more valuable that farms become, the better will be the business done in the city, town or village. In this way the whole community thrives.

Buying in the home town, therefore, means very much more than appears on the surface. It benefits both the buyer and the merchant. It helps to improve the streets, to reduce taxation, to add to the enjoyment of life, to bring the goods that are made at a distance to a common centre where they are needed. It circulates money, giving all an equal chance to secure some of it, and in this way buying in the home town helps the merchants, lowers the price of goods to the consumer, aids the financial institutions, gives more money in taxes for better roads, better police and fire protection, helps the newspapers, enables the municipality to pay better wages to school teachers, assists in the erection of better churches and public institutions, and, finally, establishes better residential districts, and in this way prosperous cities and towns are built up. The object, therefore, of all loyal citizens should be to buy the things they require in the place in which they live.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

JOHN BAYNE MACLEAN - - - - - President

H. T. HUNTER - - - - - - Vice-President

H. V. TYRRELL - - - - - General Manager

THE MACLEAN PUBLISHING COMPANY, LIMITED

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, Power House, Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, Canadian Motor, Tractor and Implement Trade Journal.

OFFICES

CANADA—Montreal, Southam Bldg., 128 Bleury Street; Telephone Main 1004. Toronto—143-153 University Ave.; Telephone Main 7324. Winnipeg—1103 Union Trust Bldg.; Telephone 3449. Vancouver—39 Tenth Avenue West.

UNITED STATES—New York—Room 620, 111 Broadway, New York; Telephone 8971 Rector. Chicago—Room 1401, Lytton Bldg., 14 E. Jackson St.; Telephone Harrison 9133. Boston—C. L. Morton, Room 734, Old South Bldg.; Telephone Main 1024.

GREAT BRITAIN—London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director. Telephone Central 12960. Cable Address, Atabek, London, England.

SUBSCRIPTION—Canada, $3.00 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, $3.50 a year; other countries, $4.00 a year. Single copies, 10c, invariably in advance.

PUBLISHED EVERY FRIDAY

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation. Copy of report will be sent to anyone interested.

Vol. XXXIII. TORONTO, JULY 18, 1919 No. 30

THE VERY FIRST QUESTION

THERE is a lesson for every retailer in what Lloyd Harris of the Canadian Trade Commission has been telling the manufacturers since his return from Europe. The Commission went over to do everything possible to sell all the Canadian goods it could and Mr. Harris says it was handicapped right from the very start by not being able to give prices. Thousands of letters were received asking about goods and always the first question asked was "How Much?" This question is a universal one no matter where business is done. It is the very first thing that comes into the mind of the man or woman in whose mind the desire to buy has been created. The importance of always giving the price of goods shown in the window, in the store or advertised has been pointed out before in CANADIAN GROCER. Merchants who fill their windows with goods in which no prices are shown are working under a handicap. Any number of people would like to buy but simply will not go into the store to inquire the prices, because they think they may be high, or because they think they may be forced to buy or for some other reason. As Lloyd Harris told the manufacturers, the price is a most important consideration and because he was unable to tell people in Europe how much the goods they inquired about would cost, the chance was missed for closing up a lot of good business right there. Just in the same way the merchant who does not let people know his prices is constantly missing a lot of opportunities for good trade.

THE VASTNESS OF POSSIBLE MARKETS

THE talk we sometimes hear about getting 100 per cent. of the trade in any given field is generally due, states *Printers' Ink,* to the inability of the ordinary mind to grasp the vastness of possible markets. The automobile business, for example, is so wonderfully successful, and the use of cars is so generally in evidence, that it is not uncommon to hear talk of saturation points. It is almost impossible to speak of any phase of the industry without using the words "millions" and "hundreds of millions." Can the layman in statistics be blamed if he believes that there cannot be much further room for expansion in the business?

For some time, indeed, it was said that the horse was on his last legs. But speculations in the decline of the horse were evidently premature. Astounding as is the development of the motor-car business, according to the *Commercial Car Journal,* no less than 85 per cent. of the United States' hauling is still done by horses. It is, therefore, likely that the horse will be with us for a while yet.

The same may be said regarding many other lines. Especially is it true regarding the possibilites for sales of other commodities. We have really not scratched the surface. There are unlimited opportunities in every community for every live merchant who will analyze local conditions and needs, and who will go out after the business.

BETTERING CONDITIONS

THERE have been more reports in the past few months of firms shortening hours without reducing the pay of their employees, establishing profit-sharing plans, granting half-holidays, in some cases whole holidays, and taking similar steps, than appeared before in years. One of the changes brought about through the war is a difference in the attitude between many employers and their help. It would appear that many more changes of this kind are yet to come. England seems to be setting the pace and the rest of the world is falling into line. This process of bringing employer and employee closer together is not being accomplished without a good deal of industrial disturbance, but there seems little doubt that eventually it will work out so that there will be closer relations and harmony, that will make for better business. The question of bringing capital and labor together has been a big one for some time, but more progress is being made in solving it now than for a long time. One of the most encouraging factors in all that is being accomplished is the distinct tendency to make for better living conditions, better home life and more education. All these have been badly needed, especially in many of the big industrial centres. One of the best things the workers in England are doing is the gradual elimination of slum districts and the establishment of workers' villages where living conditions are in many instances almost ideal.

Current Events in Photograph

First Dirigible to Cross Atlantic

The photo gives a good idea of the great size of the R34. It was taken shortly after the explosion which tore the dirigible from her moorings. The explosion was caused by the gas in one of the front sections becoming heated by the sun. It tore a section of the outer skin thirty feet long from the forward lower surface of the gas bag. This accident has delayed the return trip of the huge aircraft. But it is now on its way, having left Wednesday at midnight.

A Town on a Cash Basis

Grocers of Kincardine, Ont., Have Adopted a Uniform Cash System—No Credit or C.O.D. Orders—Co-operative Dealing Also Helps to Reduce Charges

ONE year ago the 1st of May all the Kincardine, Ont., grocers decided to sell only for cash. Some time before that they had adopted a general delivery and found it so satisfactory that they decided to adopt still further innovations. This time it was to put the trade of the town on a cash basis.

The grocers who entered this agreement, and at the time they represented all the trade, are: E. Renker, H. T. Anning, A. Bisset, Peter McGraw, Miss M. Robinson and Fred Buckingham.

Cash Business a Success

The cash, and strictly cash, business has been a big success and as one merchant put it, "If you were the wealthiest man in town and lived just across the street and phoned and asked for an order sent across on credit or C.O.D. you would not get it. All goods are paid for before leaving the store—no C.O.D. business is done.

Business is Done

Kincardine's delivery system consists of a man and boy who, for $45 per week, or $7.50 each, merchant supply rigs, horses, etc., and do all delivering efficiently and well.

Another good feature is no Saturday night delivery.

Altogether Kincardine is an example of what intelligent co-operation among merchants can accomplish for the good of themselves and community as there is no question that selling for cash and cheap co-operative delivery reduces materially the high cost of living.

ROBERT SIMPSON CO. TO HAVE MAIL ORDER BUILDING IN HALIFAX

The Robt. Simpson Co., Toronto, are about to erect a mail order building in Halifax, land having been purchased recently for the purpose. The firm has awarded contracts to the Wells Construction Co., Toronto, who are proceeding to put up the building. It will be 300 x 100 feet, five storeys high, and of concrete construction, and it is expected that it will be completed by the Fall.

CHANGE IN BASE PRICE OF SARDINES

The reduction of the minimum price of sardines in the Bay of Fundy to $10 per hogshead, by the Weir Owners' Association, of St. John and Charlotte counties, is expected to give the packers an opportunity to do business in spite of abnormal conditions in this line. The weir owners took the step voluntarily in order to try to save the situation from absolute stagnation.

AN ESTIMATE OF CALIFORNIA DECIDUOUS FRUITS

Those who have made a careful study of the California fruit centres have estimated this year's crop about as follows:

Raisins, 200,000 tons; prunes, 300,000,000 lbs.; peaches, 40,000,000 lbs.; apricots, will be a short crop; cherries, will be a fair crop; figs, will be a good crop. For fancy Blenheim apricots in 25s for export, one buyer paid 35c per lb.

TO ABATE EVIL ODORS IN MONTREAL

Montreal civic authorities assure the citizens of Point St. Charles that they will have the smell nuisance from the rendering plants of the abattoirs under complete control by the fall of 1919. Securing experts from New York, plans are under way for the necessary changes in the various abattoirs which will prevent the continuance of offensive odors escaping. It is stated that the contract for this improvement is binding in such a way that the remodelled plants will be operative by September.

SNEAK THIEVING AGAIN

A sneak thief stole $25 from the cash drawer in the store of H. L. Kaiser, grocer, cor. Ossington Ave. and Davenport Road, Toronto, recently. The thief entered the store and asked Mr. Kaiser for a quart of vinegar. When the grocer went down cellar to get it the man sneaked behind the counter, and opening the money box, stole the money and fled from the store.

"Sit Tight and Don't Rock the Boat"

Character Wins—Nothing Else Does—Common Problem of the Average Grocer is Solved

By HENRY JOHNSON, Jr.

THE letter inserted below raises a question which recurs constantly. Only last night I sat beside a grocer in a convention city who was worrying over a similar perplexity. What his case was will come later, but here is the letter:

June 27, 1919.

Dear Sir:—I want a little advice. We have a man here (I won't call him a grocer) running a grocery store. He and his wife and daughter are the staff, with a man who works part time to do the delivering, so his expenses are light. He formerly was on a side street with very light rent. Now he has moved to the principal street and has purchased a building for a big sum, has paid only a small amount on it and so is heavily obligated. But in any event, and to get to the basis of my trouble, he is a slasher. He sells goods for very small advances on costs, for instance, canned tomatoes costing $1.75 he is retailing at 15c per tin. He is quite close to me.

Personally I have not paid any attention, have gone on in my usual way; but some of the other retailers are up in arms, and on account of me being one of the oldest retailers in the city they came to me to ask the best method of handling a fellow of this kind. I hardly know what to advise so I ask you.

The correct solution of this difficulty can be found in my correspondent's own words: "I have not paid any attention," or nearly so. The fact is that every merchant must pay attention to everything. He must be awake to what happens around him and be alert in his business. Thus such things as this man reports become helps and not hindrances; stimulants, not sources of dismay or discouragement. It would not be well for either ourselves or our customers for us to have things run along in an even groove without care or difficulties. Everything needs to be stirred up occasionally to keep it wholesome.

But the man who has a business established, with a clientele of patrons who like his ways and trade with him by preference, need not be troubled unduly. What he must think is that this is a call for him to perfect his methods, strengthen his service, redouble his efforts to merchandise intelligently. Then his business will weather all such flurries. Perhaps some parallel cases will help to solve this trouble.

The Country Merchant Who Failed

A few years ago a general merchant who had two successful country stores, moved to our town to educate his children. Soon he rented a building not a block away from my location, stocked it with general merchandise, including groceries, and proceeded to use the grocery department as his leader. He sold standard corn at 8c the can, salmon for which we then were getting 20c he duplicated for 16c, and all that sort of thing.

Of course we felt it. Many of our cash buying customers went over to Sol's to trade, and let us know that the goods were O.K. for the price, much cheaper than ours and so forth. What did we do? Well, nothing, perhaps, so far as outside appearances went; but we did a lot inside, just the same.

We devoted ourselves with redoubled efforts to our regular credit customers. We kept our windows very fresh and handsome. We strove to be most prompt in our deliveries and in every other way to deserve and retain the trade of the most worth-while people. And what was our conviction behind the scenes? It was that Sol could not deliver the goods.

We had trouble with deliverymen and we had long local experience. We knew that he would have greater trouble. In spite of what we could do, we had dissatisfaction, occasionally, with our service. We knew he would have more dissatisfaction than we did. We knew that our customers would not eat and be pleased with ordinary standard corn if they bought it from us, no matter what the price. We knew equally well that they would not long go to Sol's for goods of that grade. We knew it kept us hustling and exercised our wits to keep the right goods and give the right service to our people, we with twenty years' local experience, personally, behind us. We knew, therefore, that he could not make a go of his store.

Some Trade Drifts

So, while we certainly lost some trade, we noted that it drifted back again, and we were careful not to comment on its temporary absence. We just did the best we could to make the returned sinner welcome again to his father's mansion. Most important of all we strengthened our efforts for new trade, through our regular special sales and through the best advertising we knew how to do.

You must bear in mind that all business needs new blood in it. If no effort is made to get new people the business does not grow as it should. And if a business stands still it rots. The special sale, not a cut-price sale, is a means of introducing new lines, or stimulating interest in old ones. It is an entirely legitimate means to attract new people, but, what is much more important and generally overlooked, it is a wonderful power to keep your stock sold to your own customers. Did you ever stop to think that if you could keep as a customer the occasional buyer and sell all their requirements in your lines to your customers, you would be so busy that you have no time to worry about competitors?

This was the time when we emphasized our windows. Not only did we keep them clean and attractive, but we began to make it a matter of regular Saturday night routine to have them dressed the last thing before we locked up. Never would a customer pass on Sunday without seeing goods so attractively and so temptingly displayed that a goodly percentage made mental notes and bought these very things on Monday

Sol Quits

Then came a day when I chanced to meet Sol on the street. We had been friends for years and the little trade battle had not changed us, so we stopped to talk. He said:

"Well, Mr. Johnson, I have decided to quit the grocery busienss. I can make a little money on the other lines but not on groceries. Even on the dry goods end I do not begin to make the money I make in my country stores but I can get by, though I am willing to quit that also any time I see a buyer. I only wish I had talked with you before I went in."

I assured him that if he had talked with me I should have told him what he might expect; but I said that I felt better as it was, because of he had not stocked groceries on my advice he never would have been so satisfied as he now was. The fact was, his competition had been a great benefit to us.

The man beside whom I sat last night bought a business five years ago from a man who was losing money on it. It was a cash business and he had the notion that he must sell at cut rates to retain a cash paying clientele, and he cut to the bone. The new man followed these tactics for a few months and found he was changing dollars. He then changed onto a credit service basis. The business which had run $53,000 increased steadily until now it is around $85,000. Now comes in a neighbor, very lightly financed, on borrowed capital, who begins the cutting game, and my friend gets panicky. The new man sells bread costing 8c and 9c, and my friend follows him, on such customers as buy for cash and carry their goods home. He follows in other ways.

I told my story to this man and advised him to sit tight, cultivate the trade he has now assiduously and bid as hard as possible for the more particular customers of the town. I urged him to shun any following tactics as he would a pestilence.

Sit Tight—Steer Straight

So now I say this to the present cor-

respondent. Do not get "up in arms" with your neighbors; do not attempt any kind of "handling" of the newcomer. Let the competition stimulate all of you to greater efforts within your own stores. Instead of looking outward at him, look inward to make sure that your own houses are in proper order. Have every remote corner clean. Be certain your windows do not work against you by being dirty, ill-dressed, fly-specked and otherwise unattractive. Be sure that whatever you sell reaches the consumer in better condition than ever.

Be dead sure that your own service is above reproach and that your charge therefore is right. Have it just and equitable, and better it as much as you can always, but there is no nourishment in doing business without a fair return You do not have to do that and the men who do not try to do it are the ones who survive and prosper long after the cutters have gone the way of all folly.

I often think of Hans Jevne. Of all the grocers who have crossed the stage in Los Angeles since 1889, when Hans started, he is the only survivor, the consistently high priced, high service grocer.

Mr. Parsons' Misstatements

By Col. J. B. Maclean in "The Financial Post."

In this article Col. Maclean contends that certain of the statements publicly made by S. R. Parsons, late president of the Canadian Manufacturers' Association, were lacking both in wisdom and correctness.

Especially does he challenge the statement made by Mr. Parsons that the place to look for profiteering was among the wholesale and retail trade.

In the present position of Canada the interests of the manufacturer are the interests of everyone, and therefore this article, which aims to improve conditions that have militated against the best interests of the manufacturing fraternity, should be of interest to everyone.

S. R. PARSONS was president of the C.M.A. in 1917-18. He liked the honor so much, he put his whole thought into it. He enjoyed it; it became so much of his life, he forgot in 1918-19 that he was no longer president. In fact he complained several times recently to his friends that he was so busy with association affairs he had no time for the B. A. Oil Co., where he is employed. He was always on the spot with a speech or a letter to defend capital, or to attack any who might not agree with what he—always with the best of motives—thought inimical to the C.M.A. It became a habit with him. There was, too, perhaps, a touch of vanity, which warped his good judgment and he began to speak unwisely and to make foolish suggestions. This rather displeased some of the industrial leaders for whom he assumed to speak. He threatened the Methodist Church with the disapproval of the millionaires just when men of this type are trying to keep under cover. His last break was a letter to the Press, suggesting that the place to look for profiteering and high prices was the wholesale and retail trade. Experienced manufacturers agree with Lloyd Harris that the biggest problem before us is not the making, but the selling of Made-in-Canada goods, that the friendship and co-operation, particularly of the retail merchant, is absolutely essential. Their opposition would kill the Made-in-Canada movement; and for the self-assumed mouthpiece of the C.M.A. to rush into print over his own signature in so uncalled for a way was quickly recognized as damaging. But Mr. Parsons now explains he was merely emphasizing something the Minister of Labor said—but, which it happens, he did not say. This makes it worse, and it is also an example of the little vanity habit referred to above, that, of course, the public would not approve of the idea until it had Mr. Parsons' endorsement for the C.M.A., even though the Hon. Mr. Robertson is one of the most highly regarded members of the Cabinet, in fact, has shown himself an unusually broad type of Minister.

Anyway it was the last straw, and mutterings from a certain influential quarter developed into a suggestion that THE FINANCIAL POST tell its readers that Mr. Parsons had now no official position in the association, and that his prolific utterances misrepresented the great mass of manufacturers, and never more so than when he, as a manufacturer, went out of his way to suggest an investigation of merchants' books for the real cause of the higher living costs. As requested, FINANCIAL POST pointed this out, and as many of our readers know Mr. Parsons did not take the hint. Instead, he occupied much time at the annual meeting in an attack on me and my motives. Chiefly, he said the article was due to his refusal to take up a grievance with Mr. Murray, their secretary. This was a serious charge and he clearly misled the meeting.

The facts are these: Business newspaper publishers, in common with the paper makers, Western Canada manufacturers, and other members, had complained of the way Mr. Murray was dealing with their interests. A Made-in-Canada campaign was in progress and the association offices were all the time actually using foreign, instead of Canadian-made paper. Because of dissatisfaction, the Western manufacturers decided to withdraw, and had actually formed new associations. These things had all been righted more than a year ago by the retirement of Mr. Murray and could not have had the remotest connection with the article in THE FINANCIAL POST saying that Mr. Parsons no longer spoke for the C. M. A.

Mr. Parsons further said I had come to him soon after he was elected president and denounced Mr. Murray. I said this was untrue, that I thought I had Mr. Parsons' own letters to prove it, and that I would answer for the benefit of the members generally in THE FINANCIAL POST. I am able to do so. The letters show that it was Mr. Murray who went to Mr. Parsons, and Mr. Parsons had come to me just as Lloyd Harris, T. A. Russell, Mr. Sherrard, and others had come to me on the same errand. I said I could not take the matter up until a libel action I had brought was disposed of. The file shows that Mr. Parsons made his first approach to me on Mr. Murray's behalf through the editor of THE FINANCIAL POST, October 24, 1917. Next he writes, November 2, saying that Mr. Murray had spoken to him and says he wants to bring us together. On December 31 he writes respecting this and saying that Mr. Murray was anxious to meet me, and so he goes on.

This evidence is surely sufficient. Mr. Parsons' own letters, signed by himself, prove that he stated what was untrue to the annual meeting. These are only part of his misstatements. More exposure of Mr. Parsons and the Sam Harris clique and their petty politics are to follow, which I hope will speed up the reorganization of the C. M. A., overcome the mistrust and antagonism that is hampering all Canadian progress. One has only to read the newspapers right across Canada to fully understand the very unfair attitude, due to an entire misunderstanding of manufacturing and business problems.

I cannot do better than quote from a letter received from a well-known financier: *"The explaining Mr. P. in F.P. of 21/6/19. First Class! Inflated heads and pneumatic tongues are doing the country more harm than inflated prices! Keep it up!"*

The man to keep it up is a good general manager or salaried president. We will help him with constructive publicity among those interested in manufacturing problems.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

MARITIME

A. H. Wetmore, of Puddington, Wetmore, Morrison, Ltd., wholesale grocers, St. John, has been appointed one of the four members of the St. John Housing Board which will administer loans under the federal housing scheme, serving without remuneration.

William H. Duffy, Karl S. Duffy and Mrs. Florence M. Duffy have been incorporated as W. H. Duffy Sons, Ltd., to take over and carry on the general business of W. H. Duffy at Hillsboro, N. B.

The bakers of St. John and Milford, N.B., who were advised by the cost of living commissioner that they were charging 1c per loaf too much, have taken no action in the matter. They say that they work on a strict cost system, with their profit always less than 1c per loaf.

At the meeting of Wholesale Grocers' Association of New Brunswick, held recently in Moncton, officers were elected as follows: president, J. Fred. Edgett, Moncton; vice-president, F. T. Barbour, St. John; secretary-treasurer, J. Hunter White, St. John.

QUEBEC

Chsa. G. Bisset, of Quebec city, was calling on the Montreal trade last week.

B. H. Meyers, of the Peterboro' Cereal Company, was in Montreal during the week.

Hudon, Hebert and Co., Montreal, and their employees are holding their annual picnic this week at St. Rose.

J. M. Vezina, of J. M. Vezina & Co., general merchant at St. Narcisse, is dead.

The stock of Geraldeau & Frere, Rigaud, has been sold.

Jeremiah Elliott of Gunn & Elliott, Richmond, is dead

P. M. Girard, of Hudon, Hebert & Co., Montreal, is away on holidays for a couple of weeks.

D. O. E. Deneault, of the Deneault Provision Co., Sherbrooke, Que., was in Montreal during the week.

Wallace J. Baker, of Toronto, repre-

The C. H. Sirois Co., Montreal, have been appointed Quebec Province selling agents for the Jones Packing Co., of Smiths Falls, Ontario.

senting the Canadian Feed Co., of Fort William, was in Montreal this week.

Edgar C. McKeown, Quebec representative of the Canada Starch Co., was a visitor in Montreal this week.

ONTARIO

The store of Mrs. John Bell, 541 Water Street, Peterborough, was visited recently by a fire that did considerable damage before it was under control.

John A. Lemon, a well known Colborne merchant, has suffered a second stroke of paralysis.

The St. Marys Milling Co. has purchased the opera house block and the building will be converted into a large flour mill, with a capacity of 500 barrels a day. The present mill will be used for the coarser grains and storage purposes.

Stewart Heney, of Robt. Heney & Son, representative of British Columbia packers, has left for a two-weeks' trip to Vancouver and the various salmon headquarters. On his return, Mr. Heney will have some valuable information regarding salmon industry.

BUSINESS CHANGES

J. Roseburg, Toronto, is selling out.

Joseph Cooper, grocer, Toronto, has sold to Mrs. R. Livey.

Wm. Shonk, grocer, Toronto, has sold to Thomas Howatt.

Chas. G. Stovell, grocer, Toronto, has sold to Geo. Watson.

A. R. Campbell, grocer, Toronto, has sold to T. A. McNeely.

Charles E. Ball, grocer, Toronto, has sold to Robert Rogers.

Geo. Moir, grocer and confectioner, Toronto, has sold out.

W. G. McCannell, grocer and meats, Hamilton, has sold out.

A. J. Misch, Walkerton, has moved to his new stand on Durham Street, opposite the Public Library.

Andrew N. Maitland, Sarnia, has sold to Donald Hislop.

M. Kelley has succeeded R. A. Smith in the grocery business at Kagawong.

W. M. Paget has opened a new grocery store at Oshawa, Ont.

Wilson H. McKee, Toronto, has sold out to Mrs. A. Hopcroft.

C. M. Griffin, grocer and butcher, Perth, has sold to R. L. Collins and Percy Ritchie.

W. A. Currie has opened his new grocery store at Main Street West, Glencoe, Ont.

G. D. Haight, Seaforth, Ont., has purchased the stock of the Estate of Matthew Williams, which is discontinuing business.

W. G. Merriam has purchased the business that for fifteen years has been conducted in Chatsworth by his father, A. A. Merriam.

Fred. R. Guy has opened a new grocery store in the Newton Block, Carp, the stand formerly occupied by A. Dean's harness store.

Odey Allport, who has recently returned from overseas, after three years' service, has taken over the grocery business of his father, D. Allport, on McGill Street, Smiths Falls.

TORONTO CUSTOM BROKERS CLOSE SATURDAYS

The customs brokers of Toronto have decided that their offices will remain closed on Saturdays during July and August, and ask the co-operation of their clients, as it is believed that this arrangement will prove satisfactory to their employees and to the best interest of all concerned.

WANT BETTER PRICE ON BREAD

At the regular meeting of the grocers' section of the Retail Merchants' Association held this week, the question of getting a better price on bread, in order to allow the retailer a greater percentage of profit, was discussed, and referred to a committee to again take up with the bakers. The matter of getting milk at five cents per bottle was also considered. The grocers have been paying 5½ cents per pint bottle. By charging the customer the half cent, and reimbursing her when he or she returns the bottle, the grocer believes that the wholesaler will sell the milk at five cents a pint. The wholesaler in charging 5½ cents is merely covering the possible loss of the bottle.

TORONTO MAN AIDS HARVARD UNIVERSITY CAMPAIGN

S. R. Trainer, secretary-treasurer of the Canadian Milk Products Co., of Toronto, Ont., has been appointed chairman of the Ontario division of the Harvard Endowment Fund Committee. The campaign is to raise ten million dollars for an endowment fund to be devoted toward the raising of the salaries of Harvard's teachers and officials, improving equipment, enlarging the scope of professional schools and inspiring additional research in all branches of intellectual examination.

RETIRE FROM BUSINESS AFTER 32 YEARS

After conducting a large general store for 32 years, the firm of Martin & Violette, of St. Leonards, N.B., are disposing of their store. The members of the firm at 72 and 68 years of age feel that they are entitled to take things more easily, and they will in future confine themselves to their lumbering operations. So harmonious has been their relations during all the years of their association in business that they never found it necessary to execute or place in writing any agreement between themselves.

Toronto Loblaw Stores Hold Annual Picnic at Bronte

Leave in Motor Cars for Secret Rendezvous, That Lands the Party at the Pretty Lake Ontario Town—Big List of Sports and Amusements Make Happy Day

By Special Correspondent

BRONTE, Ont., July 16.—There are not many retail stores that can boast of an Annual Picnic for their employees. Among the few are the Loblaw Stores, Limited, of Toronto, the employees of which with their friends visited this town on Wednesday afternoon last and spent a gala day on the Bronte Picnic Grounds by the Lake Shore.

The picnicers met at Queen's Park early in the afternoon and were piloted by Manager F. E. Robson to the secret rendezvous which turned out to be Bronte although no one knew the destination until it was reached. Mr. Robson evidently has had a great deal of previous experience at handling picnics to evolve the many "stunts" that were put on and the variety of prizes that were dispensed.

Judging from the line-up of automobiles that brought the merry-makers one came to the conclusion it would require almost the annual output of a good-sized factory to turn them all out. The Loblaw Stores now comprise a total of 21. The store managers, with their wives and families and staffs and the staff from the wholesale department made a very happy picnic party of around 150. The picnic "rubes" were also present. What is a picnic without their presence? There were two of them well known to the Toronto grocery trade, but their faces and general contour were unfamiliar in their picnic garb.

The Eat-a-bite Cafe provided by the Management was one of the most popular spots on the ground, and particularly around the six o'clock hour. There were those who came to "trip the light fantastic" and the pavilion on the lake shore provided a most pleasant spot for this amusement. The physical endurance contests such as the 100 yard dash, 3-legged race, married men's race, and tugs-of-war and the contests for the ladies were most popular. The picnic ground at times was scarcely wide enough to include the line-up and at one time it was seriously considered that they be run in shifts.

The store managers who won the 100 yard race were Geo. Ryckman and Harry Gay. They made it plain to spectators they could get up speed on their feet as well as speed up the handling of foodstuffs on a busy Saturday morning. A. West and Geo. Ryckman were first in the three-legged race with S. E. Tod and T. Armstrong second. Corns and bunions were forgotten in this event, but it undoubtedly would be interesting to interview the Toronto chiropractors on the day following. In the married men's race, F. Cornell and S. E. Tod ran first and second, while their better-halves looked on approvingly.

There were two tugs-of-war. One between the Loblaw wholesale establishmnt and tne store managers, which was captured by the former. S. E. Tod, John McMllien, R. Marshall, Frank Elliott, Wm. Offen, John Oakley and Thos. Armstrong were among the men who helped to win. Then the representatives present from the wholesale and manufacturing establishments in Toronto "took on" the Loblaw employees; and having reserved their strength during the afternoon by acting as judges, etc., they were able to secure the decision. Their opponents were handicapped by the fact that Frank Morley was the anchor man for the Toronto wholesale houses and the list included other "heavy weights" such as "Charlie" Miller of Red Rose Tea, J. T. Medland, "Tom" Kinnear, E. B. Nettlefield, Ben Cope of Gunns Limited, "Charlie" Cherry of Pure Gold and B. J. Myers.

Then there was a race for the judges. The winners, J. T. Medland and B. T. Huston—it was alleged that they had a five yart start before the whistle blew—became the proud possessors of a live hen each. Watch the price of eggs go down! In the contest in which the masculine representatives at the picnic had to match numbers held from their view by the fairer sex, Tom Kinnear came off victorious.

Frank Morley was official announcer for the occasion and handled the megaphone as gracefully as the base ball umpires of the big leagues. Charlie Miller, J. T. Medland and Charlie Cherry were always conspicuous around the finishing rope whenever the feminine contests were on.

J. C. O'Connor and Walter Bailey were the big fun makers of the day.

Mr. Robson, the man behind the picnic organization, had, of course, to be everywhere at once and looked after his flock to perfection. When the day was over and the roll called, none were missing. Nearly all the store managers were present including the following: W. D. Rennick, W. Willoughby, Harry Gay, John Ferguson, John Oakley, R. Chapman, L. Chandler, R. C. Cummings, Thos. Armstrong, D. Cummings, F. W. Longney, S. Adden, Geo. Ryckman, R. Burton, F. Cornell, J. Reid, J. Fletcher, D. Ledger.

KINGSTON RETAIL CLERKS FORM UNION

An association known as the Kingston Retail Clerks' Protective Association has been formed in Kingston, Ont. At present it has a membership of forty and is rapidly growing. The local association has become affiliated with the Retail Clerks' International Protective Association.

Among the declared principles of the association are the following: "To work unceasingly to remedy the system of slavery perpetrated upon our fellow clerks by being compelled to labor 14 hours to 16 hours daily to accomplish that which could be done in eight": to secure a reasonable compensation for services rendered with equal pay for equal work, regardless of sex; to abolish child labor in the retail stores and work shops; to abolish the desecration of the Sabbath by unscrupulous employers, who compel their clerks to work on that day; to urge the use of comfortable chairs behind the sales counters by all firms employing women, and to establish a benefit fund for the sick, aged and indigent members, to bury the dead and give members such other protection as may be possible.

The following officers have been appointed: President, W. H. Hall; 1st vice-pres., I. Wiley; 2nd vice, Fred. Somerville; corres. financial secretary, J. M. Anderson; corresponding secretary, Miss Jennie Baxter; treasurer, Miss M. Mitchell.

W. C. Miller, provincial secretary of the Retail Merchants' Association, Toronto, visited the Stratford association recently and outlined to the members the work of the association, its legislative and educative program.

CATALOGUES and BOOKLETS

The California Prune and Apricot Growers, Inc., have issued a large four-page colored circular, outlining an advertising campaign they propose to put on in the trade papers, newspapers and magazines this year in connection with their Sunsweet brand of prunes and apricots. The California Prune and Apricot Growers, Inc., are a co-operative growing, packing and marketing association including more than seven thousand growers. They point out that they will be placing on the market a five lb. carton of prunes and an 11 oz. package of apricots this Fall.

NEW GOODS

Prairie Chemical Co., of Winnipeg, is putting out a very extensive line of chick foods, stock foods, etc., under the name of Mickelson Blue Cross Farm Remedies. Each package of the various lines will bear a distinctive blue cross.

NEWS FROM WESTERN CANADA

WESTERN

An addition is being made to T. M. McEwen's store at Kindersley, Sask.

Mrs. J. B. Dupas, general merchant, Dollard, Sask., has sold to W. Nolin.

Graydon & Wilson, grocers, Edmonton, Alta., have sold to E. Chappel.

The Gould Supply Co., general merchants, have just opened a new store at Biggar, Sask.

Mr. Smith of Stoughton, Sask., has opened a bakery business at Weyburn, in the Metheral building.

C. C. Reid has purchased the interests of Mr. Robins in the store formerly known as Robins and Reid, Kindersley.

J. A. Caulder, manager of the Saskatchewan Creamery Co., was in Maple Creek, Sask., recently and announced that his company would build an up-to-date creamery at Maple Creek this year.

Mr. Cameron of the wholesale grocery firm of Cameron and Heap, was a business visitor at Prince Albert, Sask., last week, where he was joined by Mayor Schnarr of Kenora, Ont., a director of the firm.

Merchants of North Battleford, Sask., held their annual picnic at Meota Beach recently. Sports of all kinds were put on. The retailers' baseball club was beaten by a score of 17 to 9 by the townspeople.

Geo. Leslie has taken over the management of the Saskatchewan Creamery station at Weyburn, Sask., succeeding W. C. Sleeman, who has accepted a position as travelling representative of the Sharples Separator Co. Mr. Sleeman will make his headquarters at Regina.

Edmonton was threatened with a bread strike in the midst of Exhibition week, when the city was full of Exhibition visitors. The threatened deadlock, however, was averted by a conference at the city hall, when an arbitration committee met the master bakers and their employees and concessions were granted which included increase of wages for the employees.

Western Store Encourages Road Building

Robinson & MacBean, Moose Jaw, Sask., Hold Third Annual Competition to Encourage Good Roads That Are of Such Vital Importance to the Customer and to the Store

A GREAT public service is being rendered to the people of the Moose Jaw district through the foresight of the proprietors of the big Robinson and MacBean departmental store, Moose Jaw. For years this leading firm have conducted a road-making competition in the immediate district of Moose Jaw, which has not only greatly improved the roads in that locality, but has meant thousands of dollars annually to the merchants of that city, which would otherwise have gone to other towns or the mail-order houses.

Covers 70-Mile Radius

Announcement is just made of the third annual road competition of the Robinson MacBean Company. The preliminary inspection has already been held, and the contest is now entering upon its constructive stage. Fourteen entries, covering seventy miles of roadway, have been made and substantial prizes, ranging from $150.00 for first prize, to $75 for third prize are being offered; prizes totalling $325.

The contest takes unto itself great importance when it is remembered that the raw prairie roads have always constituted somewhat of a problem to road makers, and also from the fact that distance is more and more coming to be measured by time rather than by space, as the automobile more and more takes the place of the horse and buggy. It is now possible for farmers residing many miles from town to visit their merchants in town as often as they please, where formerly they rarely made the long and difficult trip to town by horse.

Assists Business

It is the aim of the Robinson and MacBean company not only to assist in bringing business to their own town, but to assist in making experiments along the lines of better methods of road-making, and in this they are doing a real service to the prairie dwellers of Saskatchewan.

The competitions were first undertaken by the firm in 1917, so that this season's contest will be the third annual competition. The contest this year will cover the same territory as that of last year, roughly, from Hearne on the south, to Keeler on the north, and from Belle Plain on the east, to several miles past Caron on the west. Seventy miles of road are covered in the contest.

Judged on Four Points

Judging is done on the same basis as formerly, each entry being given a preliminary inspection before the season's work begins, and certain points are awarded for the condition of the road and the condition of the soil at the commencement. This award is in the nature of a handicap, the road in the poorest condition at the start being given the greatest number of points. This tends to equalize any difference which might exist between the entries at the beginning of the competition, and start all the contestants off on an equal basis. An extra award of five points per mile is given each competitor for every mile which his entry exceeds three miles in length.

An inspection will be made monthly during the season, four in all, and points awarded for improvement shown in that time on crown, hardness and smoothness of road; also for the condition of the ditches, freedom from weeds, amount of traffic and for general appearance.

At the end of the season a first prize of one hundred and fifty dollars; a second prize of one hundred dollars, and a third prize of seventy-five dollars will be paid for the roads securing the highest number of points, the prizes to be divided 25 per cent. to the operator being in charge of the road during the season, and 75 per cent. to the municipality in which the entry is located. All inspections are made by an official of the Highways Department of the Provincial Government.

In announcing their annual competition, Robinson & MacBean, Limited, have the following to say of the aims and objects of the big contest:

The Purpose of the Contest

"We believe that the problem of building better public roads in this province is one that is becoming increasingly important. The automobile has come into general use very rapidly in recent years, not only by the pleasure seeker, but also as a time saver for both the farmer and the business man. The success of the automobile, however, depends very largely on the condition of our roads, and in this province it is probable that the scarcity of proper road building material, such as gravel, broken stone, etc., will prohibit their use for a long time to come, except possibly in cases where the traffic demands are unusually heavy. This means that we will have to depend principally on the common earth road, and the condition of the earth road depends on the proper use of the grader in constructing the road, and of the drag in maintaining it.

"It is one of the objects of this competition to assist in demonstrating what can be accomplished in the construction and maintaining of earth roads, as well as to assist in promoting better roads in the Moose Jaw district."

A SAD CASE OF OVER ZEAL

Wo Lee, a Chinaman, opened a candy, fruit and grocery store in Victoria, B.C., recently. Business was so good that he forgot about the early closing by-law, and was still selling goods when a constable entered at 9.25 o'clock. The constable told him about closing, and Lee said that his clock must be slow. After the constable went out the Chinaman waited on two other customers.

Lee appeared in the police court this morning and was fined $15 and costs.

WESTERN MERCHANTS TO ANSWER QUESTION

The Secretary of the Swift Current (Sask.) Retail Merchants' Association has written to all merchants requesting them to furnish details of their business for the Dominion Government special investigating committee as to profiteering. Merchants all over Western Canada will be asked to furnish this information.

In the case of the Swift Current merchants they were asked to return their answers by July 1. Among the questions asked was a request for a statement of cost of goods before the war and at the present time, the quality of the material before and after the war, a comparison of overhead costs in 1914 with those in 1919, a comparison of the volume of business transacted in these years, with a further comparison of retail prices.

EDMONTON TO HAVE FISH MARKET

Tenders are to be called for at once by Commissioner Ormsby, of Edmonton, Alta., for the construction of the fish market on the market square along the south front and west of the present market building.

The plans call for a brick building.

It is stated by the market superintendent that there is a great demand for the building and it is hoped that the construction will be rushed forward as quickly as possible.

FEWER FAILURES THIS YEAR

Business failures among grocers during the first quarter of 1919 were about half those of the corresponding period of 1918, and about a third of those in January-March, 1917, according to a special Dun's report.

BUMPER COFFEE CROP IN COLOMBIA

The Colombian coffee harvest is the heaviest in the history of the country, being estimated at 1,250,000 sacks, according to United States Trade Commissioner P. D. Bell. With prices from 22 to 25 cents a pound, if the bulk of this crop is taken by the United States as heretofore, it will mean an increase in the present unfavorable balance of trade from $25,000,000 to $30,000,000, which, with the present slow movement of goods from the United States, will still further aggravate the exchange situation.

Gossip from the B.C. Coast

Mr. Chalmers, the Vancouver manager for Donald H. Bain Co., is back after a trip through California.

Mr. Frank McIntyre is back in Vancouver after an extended visit in California.

We note that Alex. Meston, who has been overseas about two years, is back again with Kelly, Douglas & Co.

Walter Tanner went north last week, and will cover the Prince Rupert territory for the "Naboo" lines.

M. Desbrisay & Co., the salmon brokers, have moved into new and larger offices. Their address is now, 403 Yorkshire Bldg., Vancouver.

Kenneth O'Loane has returned to Vancouver from a business trip in the interests of O'Loane, Kiely & Co., the Vancouver brokers. Mr. O'Loane started out in September of last year and has visited every business centre in the United States, returning through Canada. Mr. O'Loane now leaves for Seattle to manage the Continental Brokerage Co., which is associated with O'Loane, Kiely & Co., Vancouver.

The first through bill of lading from Vancouver to France since 1917 was issued this morning on a shipment of salmon being exported by Harry Hall & Co., to a firm in Havre. Owing to war conditions during the past two years shipments from this port to France have been billed through New York, from which port they were billed to their destination as shipping became available. Other firm have shipped recently large lots of salmon to Antwerp.

The fishermen on the west coast of Vancouver island are complaining that this season, though the prices paid for the fish are high, the run is so small, and the "weather is so wicked" that altogether the season is a real failure from their standpoint. It looks as even the elements are conspiring to make the Canadian public eat the surplus stocks of cheaper salmon.

The Mexican consul expects an early shipment of evaporated bananas in which he proposes to interest the Canadian trade. He claims that the evaporating of this fruit is becoming a large industry in the tropical republic, and that the product is a valuable addition to our food. It is estimated that this product would sell for about 30 cents a pound on the local market.

BUTCHERS RECOMMEND MUNICIPAL ABATTOIR TO CHEAPEN MEAT

Members of the Montreal Butchers' Association are strong in their support of a plan to establish a municipal abattoir. They are reported as having satisfied themselves that this idea, if made effective, would reduce the price of meat. To this end a resolution was passed, urging that the matter be seriously considered on its merits. It also was decided to recommend Friday night for early closing in preference to Monday, the motion regarding the latter being rescinded. Arrangements were made to hold the annual picnic at Delorimier Park on August 8, horse racing to be the central entertaining feature of the programme.

MARITIMES ARE PROSPEROUS

Returning from a trip through the Maritime Provinces, S. W. Ewing, of S. H. Ewing and Sons, wholesale spices, Montreal, reported his great satisfaction with the development of business there. In speaking with CANADIAN GROCER Mr. Ewing stated that there was a marked improvement in the general business conditions and that this was manifest in particular in Halifax, Moncton, St. John, St. Stephen, and in other points.

Moncton shows great advancement, and there is a big future for this thriving divisional point in Mr. Ewing's opinion. The growth here has been very marked, and one was reminded of the great growth of some of the Western cities. There appeared to be plenty of money and jobbing and retail business was excellent. Halifax, too, was a very thriving centre and has risen wonderfully from the difficulties she has had. Collections, Mr. Ewing understands, have been very satisfactory.

THE MEXICAN VANILLA MARKET

The Mexican crop of vanilla beans this year is far below normal, according to R. Gomez, president of Gomez & Sloan, New York, who recently returned from the Mexican vanilla district. He says that the crops of cuts amounted to only 30,000 pounds, as compared with 100,000 pounds in former years, and that the production of whole beans is far below normal. The quality of this year's crop is good.

Mr. Gomez expects that prices this year will not be lower than $4.50 to $5 for whole beans in large quantities to dealers, and $3.25 to $3.50 for cuts, due to the short crop, the ability of Mexican interests to hold for high prices, and the French Government's lifting of its embargo against vanilla beans.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

THE tendency of the markets in practically all grocery lines is upward rather than downward. Quotations where advances have not taken place this week are generally very strong. All corn products have advanced throughout the Dominion. Canned goods in some sections of the country are growing very scarce. Teas, coffees and spices are all very firm.

MONTREAL—An advance of thirty cents per case and half a cent per pound was made in the price of all corn syrups. The 30c advance is for cases and the ½c per pound for bulk quantities. Because of the continued advances in corn prices these changes have been made and half a cent per pound has been added to the price of all starches. Borax is higher, in lump and in powdered form. Some new pack prices are issued to the jobbers on canned goods and the tendency is higher on peas and tomatoes will be firmer, it is expected. Deliveries will be curtailed on many of the new pack goods. Rices are likely to be higher and some have again revised their quotations to the trade. Gingers are high and white peppers may be marked up. Coffee has again advanced, one and a half to two cents a pound. Rolled oats advanced this week, in bulk. Feeds are firm and may advance. Oats are up 4c per bushel. Lemons are somewhat easier, but fruits and vegetables have not budged from their high position. Mozole oil has again been advanced. Price tendencies continue to move upward.

TORONTO—Strong prices generally throughout the list, with an upward movement in some instances, mark the Toronto markets this week. A sharp advance of half a cent per pound on bulk corn syrup and of 30 cents per case on all case goods, is announced. This is due to the rapid increases that have been made in corn quotations. A similar advance of half a cent per pound has been made in starch. The market for sugar is very firm, with supplies fairly plentiful. No shortage is likely, the chief difficulty being to equally distribute stocks so that all requirements will be met. Teas and coffees are very strong. No advances are noted in quotations on spot, but primary markets are very strong. Present buying prices of teas at Ceylon are higher, and are steadily advancing. The prospect of heavy demands for coffees from European countries is stimulating prices. Rices continue very scarce and quotations firm. French pure cream of tartar is very firm, and all spices are at very strong levels. Sharp advances are reported in some lines of spices at primary points, and the tendency is generally towards higher prices. Canned salmon is selling freely, shipments of American salmon that have recently come on the market supplying a good deal of the demand. Canned vegetables are not in such demand, but supplies are very light. The new pack on some early vegetables will soon be available. Dried fruits are very firm. New Smyrna figs, the first since before the war, are expected shortly. Dealers are quoting them at 16 cents per pound.

The record price that is being paid for live hogs is keeping all pork and pork products at very strong figures. Fresh pork shows some advances, and hams and bacon are very firm, as is also lard. Eggs show a falling off in production and quotations are slightly higher. Butter and cheese are steady.

WINNIPEG—A famine of certain lines of canned goods is expected before the next pack. Some canners have booked orders for their next pack. All lines of glassware are holding a firm position with advances in lantern globes, lamp glasses, fruit jars, etc. New fruits and vegetables are coming forward freely at fairly reasonable prices. Dried apricots, pears and peaches are very scarce.

QUEBEC MARKETS

MONTREAL, July 16—While there has been a firming of many commodities, the price changes this week are fewer, but these, where made, are important. The general feeling is that there will be advances on a wholesale scale for many items so soon as Germany has come into the market for what she can get in open competition.

Borax and Starch Make Advances

Montreal.

BORAX, STARCH.—Advances have become effective for borax. The price now obtaining on lump is 12c per lb. and that for powdered $10.75 for a 336 lb. barrel.

All laundry and culinary starches are up half a cent per lb. This is caused by the steady increases made for corn covering many weeks past.

Capacity Working Will Supply Sugar

Montreal.

SUGAR.—By working to capacity, which they are now doing, the sugar refiners appear to be taking care of the heavy demands for sugar and express their ability to take care of the trade right along. In view of the fact that export business has been available right along, this condition has been favorable to the operation of plants, the employees being kept fully busy at all times and production costs have been prevented from soaring. There is a steady and unchanged basis.

Atlantic Sugar Company, extra granulated sugars, 100 lbs.	9 95
Acadia Sugar Refinery, extra granulated	9 95
St. Lawrence Sugar Refinery	9 95
Canada Sugar Refinery	9 95
Dominion Sugar Co., Ltd., crystal granulated	9 95
Icing, barrels	10 15- 10 30
Icing (25-lb. boxes)	10 55- 10 70
Icing (50-lb. boxes)	10 35- 10 50
Do., 1-lb.	11 05
Yellow, No. 1	9 75- 9 55
Yellow, No. 2 (Golden)	9 45- 9 55
Yellow, No. 3	9 35- 9 45
Powdered, barrels	10 05- 10 20
Powdered, 50s	10 15- 10 50
Powdered, 25s	10 35- 10 60
Cubes and Dice (asst tea), 100-lb. bxs	10 55- 10 65
Do., 50-lb. boxes	10 65- 10 75
Do., 25-lb. boxes	18 85- 10 95
Do., 2-lb. pack.	11 95- 12 05
Paris lumps, barrels	10 55
Paris lumps (100 lbs.)	10 65
Paris lumps (50-lb. boxes)	10 75
Paris lumps (25-lb. boxes)	10 95
Paris lumps (cartons, 5-lb.)	11 70
Do., (cartons, 2-lb.)	12 45
Crystal diamonds, barrels	10 55
Crystal diamonds (boxes 100 lbs.)	10 65
Crystal diamonds (50-lb. boxes)	10 75
Crystal diamonds (25-lb. boxes)	10 95

Prices on New Pack of Canned Goods

Montreal.

CANNED GOODS.—Prices to the jobber have been named by the canners on some lines of vegetables and fruits. These prices cover asparagus tips, which are reported as affording a delivery of 54 per cent. of orders. Spinach is to be delivered to the extent of 20 per cent. of orders; sliced and whole pineapple, 17 per cent. to 25 per cent.; rhubarb (gallons), 60 per cent.; while strawberries in heavy syrup will have 100 per cent. delivery. Hot weather conditions have shortened early crop yields, while reports on later crops are better. The pea and tomato yield are very disappointing, it is said. Tomatoes are still available, but distribution of nearly all fruits and vegetables has been widely made. There is practically little lack of anything available for export. One jobber has slightly advanced quotations on canned peas.

Canned Fruits—		
Apples, 2½s, doz.	1 40	1 65
Do., 3s, doz.	1 80	1 95
Do., gallons, doz.	....	5 25
Blueberries, 2s	....	2 40
Currants, black, 2s, doz.	....	4 00
Do., gallons, doz.	....	13 00
Cherries, red, pitted, doz.	2 90	3 20
Gooseberries, 2s, doz.	....	3 00
Do., 2s (pails)	2 77½	2 80
Peaches, 20 oz., doz.	....	....
Do., No. 2	2 80	3 00
Do., 2½ (best)	3 75	4 00
Pears, 2s	2 50	2 90
Do., 2½s	....	3 25
Do., 2s (light syrup)	....	1 90
Pineapples (grated and sliced), 2s	....	3 60
Do., 2½s	....	4 50
Plums—Lombard	2 00	2 20
Gages, Green, 2s	....	2 45
Do. (light syrup, 2s	....	2 00
Raspberries, 2s	4 00	4 25
Do., 2½s	....	2 60
Strawberry, 2s	....	4 50
Canned Vegetables—		
Asparagus (Amer.) mammoth green, doz.	....	5 75
Asparagus, imported (2½s)	4 85	5 25
Beans, Golden Wax	1 95	2 00
Beans, Refugee	....	1 75
Beets, new sliced, 2-lb.	....	0 95
Corn (2s)	2 10	2 35
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 25	7 50
Spinach, 3s	....	2 85
Spinach, California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Tomatoes, 1s	0 95	1 00
Tomatoes, 2s	....	1 50
Tomatoes, 2½s	....	2 10
Tomatoes, 3s	1,95	2 10
Tomatoes, gallons	6 00	7 62½
Pumpkin, 2½'s (doz.)	....	1 10
Pumpkins, gallons (doz.)	....	3 25
Peas, standards	1 45	1 55
Peas, early June	1 60	1 67½
Peas, extra fine, 2s	2 30	2 40
Do., fancy, 20 oz.	....	1 57½
Potatoes, Can. sweet, 2½-lb tins	...	....
Do., 2-lb. tins	....	2 75
Olives (in bls, 49 wine gals.), gal.	....	1 35
Canned Fish—		
Salmon—		
Chums, 1-lb. talls	....	1 90
Do., ½s, flat	....	1 00
1 lb. talls, cases 4 doz., per doz.	4 50	4 80
Pinks, 1-lb. flat	....	2 25
Pinks, 1-lb. talls	2 60	2 75
Pale, ½-lb., doz.	....	1 87½
Pale, 1 lb., doz.	....	2 37½
Pinks, ½-lb., doz.	....	1 62½
Cohoes, 1-lb. talls	....	3 75
Cohoes, 1-lb. flats	....	2 25
Cohoes, ½ lbs., flat	....	1 75
Red Springs, 1-lb. talls	4 00	4 60
Red Springs, ½ lb.	....	2 45
White Springs (1s)	....	2 30
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	....	2 25
Labrador salmon, 1-lb. flat	....	3 60
Pilchards, 1-lb. talls	1 90	2 00
Whale Steak, 1-lb. flat	....	1 90
Herrings, kippers, dz. (4 dz. case)	....	2 25
Herrings (tomato sauce), doz.	2 25	2 50
Haddies (lunch) (½-lb.)	....	1 00
Haddies, chicken (4 doz. to case), doz.	2 25	2 35
Canadian sardines (case)	6 25	6 75
Norwegian sardines, per case of 100 (¼s)	....	25 00
Oysters (Canned)—		
5 oz., doz.	....	2 60
10 oz., doz.	....	4 20
Lobsters, ¼-lb., doz.	....	3 25
Do., ½-lb. tins, doz.	....	5 10
Do., 1-lb. talls	....	8 25
Do., ¾-lb., doz.	....	6 00
Do., 1-lb. flats	....	8 25
Lobster paste, ½-lb. tins	....	3 50
Sardines (Amer. Norweg'n style)	....	14 50
Sardines (gen. Norwegian)	....	25 00
Sardines—Canadian brands (as to quality), case	6 25	17 50
Sardines, French	....	32 00
Scallops, 1-lb., doz.	....	3 25
Do., Eastern trade	....	2 65
Do., Winnipeg and Western	....	2 85
Scotch Snack, No. 2, doz.	....	4 50
Shrimps, No. 1	2 25	2 50
Crabs, No. 1 (cs 4 doz.)	....	6 75
Crab meat (Japanese), doz.	....	6 50
Clams (river) (1 lb.), doz.	....	1 90
Scotch Snack, No. 1, dz., Montreal	....	2 50

No Low Prices Named on Beans

Montreal.

BEANS.—Prices have steadily been maintained on beans here, and while there is not a great deal of movement, the trade is seasonably good. Better grade beans are the favorites and there is a gradual depletion of the supply.

Canadian, hand-picked, bush.	5 00	5 60
British Columbia	....	5 00
Brown Beans	3 50	4 00
Japanese	4 50	4 60
Yellow Eyes	....	5 50
Lima, per lb. (as to quality)	0 10	0 12
Kidney beans	6 00	6 50
Peas, white soup, per bushel	3 25	3 50
Peas, split, new crop (98 lbs.)	....	6 50
Peas (blue)	0 08	0 09

Peanut Sales Large; Almonds Are Scarce

Montreal.

NUTS.—Scarcity of nuts in this market is not a remote possibility, if the present reports are borne out. England has made heavy purchases of peanuts, these being of a total value, it is said, of $2,000,000. This will have had a very decided effect upon the supplies available. Almonds are hard to obtain. The whole situation seems to have reached the point where the supplies in America are the only supplies to be had, and these, in some lines, are constantly dwindling.

Almonds, per lb.	....	0 23
Almonds (shelled)	0 55	0 56
Almonds (Jordan)	....	0 70
Brazil nuts (new)	....	0 20
Brazil nuts (med.)	0 15	0 17
Filberts (Sicily), per lb.	0 27	0 30
Filberts, Barcelona	....	0 31
Hickory nuts (large and small), lb.	0 10	0 15
Pecans (new Jumbo), per lb.	0 32	0 35
Jumbo	0 19	0 20
Fancy	0 16	0 17
Extras	0 12	0 14
Shelled, No. 1, Spanish	0 19	0 20
Salted Spanish, per lb.	0 25	0 26
Shelled, No. 1 Virginia	0 15	0 15½
Do., No. 2	....	0 14
Peanuts (salted)—		
Fancy wholes, per lb.	....	0 38
Fancy splits, per lb.	....	0 33
Pecans (new Jumbo), per lb.	0 32	0 35
Pecans, large, No. 2, polished	0 32	0 35
Pecans, New Orleans, No. 2	0 21	0 24
Pecans "paper shell," extra large Jumbo	....	0 60
Walnuts (Grenoble)	0 29	0 35
Walnuts (new Naples)	0 23	0 25
Walnuts (shelled)	0 78	0 80
Walnuts (Spanish)	0 30	0 33
Note—Jobbers sometimes make an added charge to above prices for broken lots.		
Orange	....	0 37
Cut mixed (1-lb. cartons), doz.	4 10	4 80
In 36 lb. case	....	12 75
Cut, 10-lb. boxes (lb.)	....	0 48

New Raisin and Peach Crop Good

Montreal.

DRIED FRUIT.—Interest centres in the outlook for the new crop of dried fruits and there is some indication of a large yield of raisins. If this be the case there may be a better price basis and the trade will welcome the receipt of larger supplies if the conditions continue to assure the yield. Prices, some expect, will not be much higher for the coming season. Peach prospects are reported better. Prunes are scarce at present and there is a dearth of stock generally, only small sizes being available.

Apricots		
Slabs	....	0 25
Apples (evaporated)	....	0 22
Peaches (fancy)	....	0 27
Faced	0 19	0 20
Choice	0 20	0 24
Extra choice	0 21	0 24
12 oz., per pkge.	0 16	0 18
Pears	....	0 25
Drained Peels (old)—		
Citron	....	0 45
Lemon	....	0 36
Raisins—		
Bulk, 25-lb. boxes, lb.	0 18	0 20
Cal. seedless, cartons, 16 oz.	0 17	0 19
Choice seeded, 12 oz.	....	0 12
Fancy seeded, 16 oz. pkge.	....	0 14
15 oz.	....	0 17
11 oz.	....	0 13
Choice seeded, 15 oz.	....	0 16
Seedless, 11 oz. pkge.	....	0 14
Currants, old pack., 15 oz.	0 27½	0 28
Dates, Excelsior, per case (36-10s)	....	6 50
Packages only	0 19	0 20
Do., Dromedary (36-10 oz.)	....	7 75
Packages only, Excelsior	....	0 20
Do., Dromedary	....	0 22
Figs (layer), 10-lb. boxes	2 60	3 00
Figs, white (70 4-oz. bxs)	....	5 40
Do., (28 8-oz. bxs)	....	3 50
Do., (12 10-oz. bxs)	....	2 20
Figs (cooking), 50-lb. boxes, lb.	....	0 16
Prunes—		
(25-lb. boxes)—		
30-40s	....	0 32
60-70s	....	0 25
70-80s (25-lb. box)	....	0 22
80-90s	....	0 19
90-100s	0 15	0 17
100-120s	....	0 14

General Advances To Come on Rices

Montreal.

RICES.—There appears to be every indication of a firming of jobbers' prices for rice. There have been repeated revisions upward in recent weeks, and there has been a firming at outside points to justify this. One jobber reports that he is now offering broken rice at $7 per cwt., this being to offset the high price tendencies for regular grades.

Ice Drips—Japan (per 100 lbs.)	....	13 60
Carolina	....	15 00
Honduras	....	15 00
Siam, No. 2	....	11 00
Siam (fancy)	....	12 00
Rangoon "B"	10 75	11 00
Rangoon CC	10 50	10 75
Mandarin	....	11 75
Pakling	....	11 00
Broken rice	....	7 00
Tapioca, per lb. (seed)	....	0 12
Tapioca, per lb. (seed)	0 12	0 12½
Tapioca (pearl)	0 12	0 12½

Maple Product Holdings Ample

Montreal.

MAPLE PRODUCTS, HONEY.—Farmers and those primarily in the producing end of the maple sugar industry are reported as holding supplies on a very firm basis. As a matter of fact, it is impossible, seemingly, to procure any sugar under 30c per lb., and even this figure usually is asked for large quantity lots. There is little movement. The market for honey is unchanged.

Maple Syrup—		
13½-lb. tins (each) (nominal)	2 50	2 60
10-lb. cans, 6 in case, per case	15 10	20 15
5-lb. cans, 12 in case, per case	17 10	21 05
2½-lb. cans, 24 in case, per case	18 50	21 30
Maple Sugar (nominal), small lots	0 27	0 32
Honey, Clover—		
Comb (fancy)	....	0 30
Comb (No. 1)	....	0 28
In tins, 60 lbs., per lb.	....	0 26
30-lb pails	....	0 27
10-lb. pails	....	0 28
5-lb. pails	....	0 28
Buckwheat, 6-lb. tins., lb.	0 19	0 20

Syrups Are Up; Molasses Unchanged

Montreal.

SYRUPS, MOLASSES.—An advance has been made in the price of corn syrups, golden and white. This amounts to half a cent per lb. in bulk packages and to 30c per case, in cases. CANADIAN GROCER has forecast this advance very definitely in the last two issues and the high corn markets have brought about the increase.

The demand for molasses is not so heavy, but there is no easing of the price basis. Supplies are reported as fair, but not excessive.

Lyle's cane syrup in 2 lb. tins is up to $17.00 per case, or $3.80 per doz.

Corn Syrups—		
Barrels, about 700 lbs., per lb.	....	0 08½
Half bbls.	....	0 08½
Kegs	....	0 08¾
2-lb. tins, 2 doz. in case, case	....	5 45
5-lb. tins, 1 doz. in case, case	....	6 05
10-lb. tins, ½ doz. in case, case	....	5 75
20-lb. tins, ¼ doz. in case, case	....	5 70
2-gal. 25-lb. pails, each	....	2 60
3-gal. 38½-lb. pails, each	....	3 85
5-gal. 65-lb. pails, each	....	6 25
White Corn Syrup—		
2-lb. tins, 3 doz. in case, case	....	5 95
5-lb. tins, 1 doz. in case, case	....	6 55
10-lb. tins, ½ doz. in case, case	....	6 25
20-lb. tins, ¼ doz. in case, case	....	6 20
Cane Syrup (Crystal) Diamond—		
2-lb. tins, 2 doz. in case, per case	....	7 00
Barrels, per 100 lbs.	....	9 75
Half barrels, per 100 lbs.	....	10 00
Glucose, 5-lb. cans (case)	....	4 80

	Prices for Island of	Montreal
Barbadoes Molasses—		
Puncheons	0 98	1 03
Barrels	1 01	1 06
Half barrels	1 03	1 08
Antigua Molasses—		
Puncheons	....	0 95
Barrels	....	0 98

Note—Prices on molasses to outside points average about 3c per gallon less.

Gingers Are High; White Pepper Firm

Montreal.

SPICES.—A decidedly high basis obtains on gingers and these have been advanced in outside markets. Locally, this will probably presage a change to higher figures. White peppers are firmer again and cream of tartar, owing to the scarcity, has held on its high basis reported last week. There is much strength to all spice lines.

Allspice	0 20	0 22
Cassia (pure	0 32	0 35
Cinnamon—		
Rolls	....	0 35
Pure ground	0 35	0 40
Cloves	0 45	0 55
Cream of tartar (French pure)	0 75	0 80
American high test	0 80	0 85
Ginger	0 28	0 38
Ginger (Cochin or Jamaica)	....	0 30
Mace	0 80	1 00
Mixed spice	0 30	0 32
Nutmegs, whole	0 60	0 70
Do., ground	0 60	0 65
Pepper, black	0 38	0 40
Pepper, white	0 45	0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 27
Paprika	0 65	0 70
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	....	1 30
Cardamon seed, per lb., bulk	....	2 00
Carraway (nominal)	0 75	0 80
Cinnamon, China, lb.	....	0 30
Cinnamon, per lb.	....	0 35
Mustard seed, bulk.	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Shredded occoanut, in pails	0 21	0 23
Pimento, whole	0 20	0 22

For spices packed in cartons add 3½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

Import Teas Will Be Much Higher

Montreal.

TEAS.—All reports from the Japan markets are indicating the strength already attained by tea there. Prices are bound to be higher on importations from there and all tendencies are of a steadily held nature. The outlook is satisfactory, but present business is somewhat on the quiet side.

Pekoe, Souchongs, per lb.	0 45	0 47
Pekoes, per lb.	0 49	0 [illegible]
Orange Pekoes	0 53	0 55
Japan Teas—		
Choice (to medium)	0 65	0 75
Early picking	0 65	0 70
Javas—		
Pekoes	0 39	0 41
Orange Pekoes	0 44	0 47
Broken Orange Pekoes	0 40	0 43

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Coffee Again Up; Position is Firm

Montreal.

COFFEE, COCOA.—An advance of one and one-half to two cents per pound is made effective for coffee. This is necessary, the importers feel, owing to the strength of the markets in the South. It is also stated that prices are less here than the primary market justifies, and that if the costs there were used as the basis, the Canadian quotations would be much higher. There has been a steady and seasonable buying by the trade and it is likely that ample supplies will be available as required. Cocoa is steady.

Coffee—		
Bogotas, lb.	0 43	0 45
Jamaica, lb.	0 38	0 41
Maracaibo, lb.	0 38	0 42
Mocha (types)	0 42	0 45
Mexican, lb.	0 42	0 44
Rio, lb.	0 36½	0 38½
Santos, Bourbon, lb.	0 43	0 45
Santos, lb.	0 42	0 44
Cocoa—		
In 1-lb., per doz.	....	4 60
In ½-lbs., per doz.	....	2 45
In ¼-lbs., per doz.	....	1 35
In 10s size, per dozen	....	0 95

Rolled Oats Have Advanced

Montreal.

CEREALS.—Although there has been but little trading, prices have firmed on rolled oats and there is an advance of 20c to 25c per 90 lb. sack. This is due to the increased prices obtaining for milling oats and there is a decided tendency to firmness. Whether package oats will advance is not clearly defined,

but they may be raised in price before the end of the week. Cornmeal is steadily firm, but rules without change. The markets are rather quiet for some lines. Flaked wheat is advanced from $5.10 to $5.30 per case.

Self-raising Flour—		
3-lb. pkgs., doz.	....	2 90
6-lb. pkgs., doz.	....	5 70
Cornmeal, Gold Dust	5 25	5 50
Barley, pearl	5 75	6 00
Barley, Pot, 98 lbs.	5 00	5 25
Barley (roasted)	....	7 50
Buckwheat flour, 98 lbs.	5 50	6 00
Cornflour, white	5 00	5 25
Rice flour	8 75	9 00
Hominy grits, 98 lbs.	5 75	6 00
Hominy, pearl, 9 8lbs.	6 50	7 25
Grabam flour	5 75	5 90
Oatmeal (standard-granulated and fine)	....	5 25
Oatmeal (packages) fine cut	....	5 70
Peas, Canadian, boiling, bush.	4 00	5 50
Split peas (per 98 lbs.)	6 00	6 50
Rolled oats, 90-lb. bags	4 60	5 00
Rolled oats (family pack.), case	....	5 60
Rolled oats (small size), case	....	2 00
Oat Flakes (case 20 pkgs.)	....	5 30
Rolled wheat (100-lb. bbls.)	7 10	8 00
Porridge Wheat—		
Packages, 36 in case	....	6 00
Packages, 20 in case (family pack.)	....	5 80
Wheat Food, 18, 1½s	....	3 25
Tapioca flour, lb.	0 15	0 16

Little Wheat To Be Milled Here

Montreal.

FLOURS.—It is stated that the mills have little available wheat for milling and that the Government has been securing such supplies as are necessary for the completion of its contracts with Greece. This being the case, it is doubtful if there will be much supply for the mills during the next month or two. In the meantime, the domestic trade is supplied on an unchanged price basis.

Standard Wheat Flours—		
Straight or mixed cars, 50,000 lbs. on track, per bbl., in (2) jute bags, 98 lbs.	....	11 00
Per bl., in (2 cotton bags, 98 lbs.	....	11 15
Small lots, per bbl. (2) jute bags, 98 lbs.	....	11 30
Winter wheat flour (bbl.))	11 00	11 50

Feeds Are Firmer And May Advance

Montreal.

FEEDS.—There is little new in the feed situation. But it looks now as though there would be little relief this fall from the high prices which have been reached. Demand will be great from various sources and there is likely to be little diminution in the price, if any. Oat feeds are particularly strong and may advance at any time.

Feeds—		
Shorts—		
Mixed cars	....	44 25
Bran—		
Mixed cars	42 00	42 25
Crushed oats	56 00	64 00
Barley chop	56 00	65 00
Special, middlings	....	56 00
Feed flour (98 lbs. sack)	3 50	3 75
Gluten Feed (22% Protein)—		
F.O.B. Cardinal	....	54 00
F.O.B. Fort William	....	50 00

Oats Are Higher; Much Hay Put Up

Montreal.

HAY AND GRAIN.—Advances are made this week of four cents per bushel for oats. This follows the strong tendencies that have prevailed for the past two weeks, and the tendency is still upward. Hay production has been large and there has been no reduction of price. The big crop here and in the United States should secure a somewhat better price basis later when the consumptive demand is manifest again.

Good, No. 1, per 2,000-lb. ton	....	30 00
Do., No. 2	....	27 00
Do., No. 3	....	25 00
Straw	....	11 00
Oats—		
No. 2 C.W. (34 lbs.)	....	0 95
No. 3 C.W.	....	0 92½
Extra feed	....	0 92½
No. 1 feed	....	0 91½
No. 2 feed	....	0 85½
Barley—		
No. 3 extra	....	1 42½
No. 3	....	1 43
No. 2	....	1 44

Note—These prices are at elevator and bags and bagging are not included.

Lemons Are Less But Fruit High

Montreal.

FRUITS.—Lower prices were obtainable through the week for lemons, and this was probably due to the arrival of ample supplies and to the colder weather prevailing. In a general sense, however, there has been a full maintenance of the price basis and the looked for declines have not come. Strawberries are practically finished for the season.

Apples—		
In boxes, per box	....	5 50
Apricots, box	....	3 25
Bananas (as to grade), bunch	5 00	6 75
Cherries (California), box	....	4 50
Cocoanuts, bag	....	9 00
Canteloupes (size 35-45)	....	5 50
Grapefruit (fancy Porto Rico)	4 50	5 50
Lemons, Messina	6 00	7 00
Watermelons, each	0 50	1 00
Pears, Cal., eating, small box	....	4 00
Pears, California (110 size)	....	5 50
Peaches, Cal. (box)	....	2 75
Plums, box	....	4 00
Oranges, Porto Rico	4 50	5 00
Oranges, Cal., Valencias	....	4 25
Do., 150	....	4 50
Do., 176	....	5 00
Do., 200-216	....	5 00
Blood oranges	....	4 50
Pineapples (24s to 26s)	7 00	8 50
Raspberries (per basket)	0 30	0 35

Vegetables Very High; Cukes Are Up

Montreal.

VEGETABLES. — Prices have held very firm on vegetables this week, and it was expected they would be lower. Tomatoes are not any easier and cucumbers have advanced again, selling as high as $5 per basket of 3 dozen. The demand is good and more local stuff is now arriving.

Beans, new string, Montreal, 20-lb. bag	....	2 00
Beets, new, doz. (Montreal)	....	1 00
Cucumbers, Florida (basket)	....	5 00
Do., Montreal, doz.	1 50	1 75
Chickory, doz.	....	3 00
Cauliflower (Montreal), doz.	....	2 50
Cabbage, new, crate	4 50	5 50
Cabbage (Montreal), doz.	1 50	1 75
Carrots (new), doz.	....	1 00
Celery, doz.	....	1 50
Horseradish, lb.	....	0 20
Lettuce (curly), box	....	0 15
Lettuce (Montreal), head	....	0 50
Leeks	....	2 00
Mint	....	0 15
Mushrooms, lb.	....	1 75
Basket (about 3 lbs.)	....	4 00
Onions, Texas, crate	....	5 00
Do., Red (bunches), doz.	....	1 50
Parsnips, bag	....	2 50
Parsley (Canadian)	....	0 50
Peas (Montreal), bag	1 75	2 00
Potatoes, Montreal (90-lb. bag)	....	1 25
Potatoes (New Brunswick), bag	....	1 40
Potatoes (new), Florida (per bbl.)	4 00	7 00
Radishes, doz.	....	0 20
Rhubarb ,doz.	....	0 25
Spinach, box	....	0 75
Turnips, Quebec	....	3 00
Do., new, doz.	....	1 00
Tomatoes, Imported (30-lb. box)	....	5 50
Do., Montreal (30-lb. box)	....	5 00
Do., hothouse, lb.	....	0 35

ONTARIO MARKETS

TORONTO, July 15—An advance of half a cent a pound on bulk corn syrup, and 30 cents a case on other goods is the feature of the markets this week. Cornstarch, too, shows an advance of half a cent per pound. The sensational movement to high levels on the Chicago corn market is the reason of the advance. The market in sugar is firm, and demand exceedingly active. Teas and coffees are strong at unchanged prices.

Heavy Demand For Sugar; Prices Firm

Toronto.

SUGAR.—The demand for sugar is very great at the present time. The market is firm, but prices are unchanged from a week ago. There is no scarcity, representatives of refineries state, but it is in the matter of distribution that a shortage appears to exist. An unequal distribution at a time when there is a very heavy inquiry both from Europe and for domestic account might render it impossible for some people to secure it. Refineries are not looking for any advance in quotations.

St. Lawrence, extra granulated	10 16
Atlantic, extra granulated	10 16
Acadia Sugar Refinery, extra granulated.	10 16
Can. Sugar Refinery, extra granulated.	10 16
Dom. Sugar Refinery, extra granulated.	10 16

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis; 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies, 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2s, 55c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 70c. Yellows same as above.

Corn Syrups Again Advance

Toronto.

MOLASSES, CORN SYRUPS.—The strong position of the market for corn at Chicago has had its effect on corn syrups. The Chicago corn market reached the highest levels on record last week. Corn syrups this week are quoted half a cent per pound higher on bulk syrups, and 30c a case higher on other goods. This is the third similar advance in corn syrup since the beginning of April.

Corn Syrups—	
Barrels, about 700 lbs., yellow, per lb.	$0 08½
Half barrels, ¼c over bbls.; ¼ bbls., ½c over	

bbls.		
Cases, 2-lb. tins, white, 2 doz. in case	....	5 95
Cases, 5-lb. tins, white, 1 doz. in case	....	6 55
Cases, 10-lb. tins, white, ½ doz. in case	....	6 25
Cases, 2-lb. tins, yellow, 2 doz. in case	....	5 45
Cases, 5-lb. tins, yellow, 1 doz. in case	....	5 85
Cases, 10-lb. tins, yellow, ½ dz. in case	....	5 75
Cane Syrups—		
Barrels and half barrels, lb..	0 08	...:
Half barrels, ¼c over bbls.; ¼ bbls.,		½c over
Cases, 2-lb. tins, 2 doz. in case	....	7 00
Molasses—		
Fancy, Barbadoes, barrels	1 10	1 15
Choice Barbadoes, barrels.....	....	1 00
West India, bbls., gal.	....	0 44
West India, No. 10, kegs	....	6 50
West India, No. 5, kegs	....	3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	4 90
Tins, 3-lb. table grade, case 2 doz., Barbadoes	....	6 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	5 80
Tins, 10-lb., ½ doz. to case, Barbadoes	....	5 20
Tins, No. 2, baking grade, case 2 doz.	3 50	4 00
Tins, No. 3, baking grade, case or 2 doz.	4 70	6 50
Tins, No. 5, baking grade, case of 1 doz.	3 75	6 20
Tins, No. 10, baking grade, case of ½ doz.	3 60	6 00
West Indies, 1½s, 48s	4 60	6 95

Cornstarch Half a Cent Higher

Toronto.

PACKAGE GOODS.—No changes are reported in the market for package breakfast foods, but all packaged starch is up half a cent. per lb. The strong position of the corn market is given as the reason for the advance. Laundry starch is now quoted at 10c, and in lb. carton at 12c.

PACKAGE GOODS

Rolled Oats, 20s round, case	....	$5 60
Do., Do., 20s square, case ..	5 10	5 60
Do., Do., 36s, case	....	4 00
Do., Do., 18s, case	....	2 00
Corn Flakes, 36s case	3 60	4 25
Shredded Wheat, 36s, regular, case	....	4 50
Porridge Wheat, 36s, regular, case	....	6 00
Do., Do., 20s, family, case..	....	5 80
Cooker Package Peas, 36s, case..	....	3 60
West Indies, 1½s, 48s	4 60	6 95
Cornstarch, No. 1, lb. cartons..	0 11½	0 11¾
Do., No. 2, lb. cartons	....	0 10¼
Laundry starch	....	0 10
Laundry starch, in 1-lb. cartons	....	0 12
Do., Do., in 6-lb. tin canisters	....	0 13¼
Do., Do., in 6-lb. wood boxes	....	0 13¼
Potato Flour, in 1-lb. pkgs.	....	0 16
Fine oatmeal, 20s	....	5 60
Cornmeal, 24s	....	3 65
Farina, 24s	....	2 35
Barley, 24s	....	2 35

Rices Scarcer; Prices Firm

Toronto.

RICES.—The market for rices is unchanged, continuing very firm. Supplies are exceedingly scarce, the market being almost bare of good rices. Tapioca is in very small supply, and some wholesalers are only allowing their customers quantities in ten lb. lots. There is little likelihood of any lower prices in rices for some time to come, as it is almost impossible to secure fresh receipts.

Texas, fancy, per 100 lbs.	15 50	16 50
Blue Rose, Texas, per 100 lbs....	16 00	17 50
Honduras, fancy, per 100 lbs....	15 00	15 50
Siam, fancy, per 100 lbs.....	11 50	12 75
Siam, second, per 100 lbs.	12 00	12 50
Japans, fancy, per 100 lbs.....	14 00	15 50
Do., seconds, per 100 lbs.....	13 00	14 00
Chinese XX, per 100 lbs.	....	14 00
Do., Simiu	15 00	16 00
Do., Mujin, No. 1.....	....	13 50
Do., Pakling	....	12 00
White Sago	0 13	0 13½
Tapioca, per lb.	0 13	0 13½

Teas on Spot Are Unchanged

Toronto.

TEAS.—Quotations on spot are unchanged from last week, but the markets at primary points continue to show strength. It is stated that stocks on the Canadian market are getting low, and shipments have been rather heavy to England from Canada, because of the higher prices ruling on the London market. Buying of teas is good advice as price tendencies are decidedly upward.

Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 56
Broken Pekoes	0 56	0 58
Orange Pekoes	0 58	0 60
Broken Orange Pekoes	0 60	0 62
Javas—		
Second pickings	0 48	0 50
Broken Pekoes	0 40	0 45
Japans and Chinas—		
Hyson Thirds, lb.	....	0 45
Early pickings, Japans.....	0 53	0 55
Do., Seconds	0 50	0 55
Do., sifted	0 60	0 65

Coffee Firm at Recent Advance

Toronto.

COFFEES.—The market in coffees is strong at last week's advance of a cent a pound. The primary quotations are very firm, and while it is stated that there is no great scarcity of coffees the excessive demand for the same is keeping the market at high levels. Europe is again a heavy buyer of coffee and this fact has had much to do in stimulating values.

Java, Private Estate .....$....		$0 50
Java, old Government, lb.	0 48	0 50
Bogotas, lb.	....	0 47
Guatemala, lb.	0 46	0 48
Mexican	0 46	0 47
Maracaibo, lb.	0 45	0 46
Jamaica, lb.	0 43	0 45
Blue Mountain Jamaica	0 48	0 49
Mocha, Arabian, lb.	....	0 48
Rio, lb.	0 33	0 37
Santos, Bourbon, lb.	0 45	0 46
Ceylon, Plantation, lb.	....	0 48
Chicory, lb.	0 30	0 32
Cocoa—		
Pure, lb.	0 26	0 28
Sweet, lb.	....	0 26

Prices Rule Firm on Nuts

Toronto.

NUTS.—Indications point to stronger quotations on almonds for the Fall trade when the demand for the same is much stronger. The foreign market is very strong and England is again buying freely. Cocoanut is very strong and is exceedingly hard to get. Brazil nuts, too, are likely to be very high as supplies are growing scarce.

Almonds, Tarragonas, lb.....	0 28	0 32
Butternuts, Canadian, lb.	....	0 08
Walnuts, California, lb.	0 40	0 42
Walnuts, Grenobles, lb.	0 34	0 35
Walnuts, Bordeaux, lb.	0 28	0 30
Filberts, lb.	0 23	0 24
Pecans, lb.	....	0 30
Cocoanuts, Jamaica, sack	....	10 00
Peanuts, Jumbo, roasted	0 18	0 19
Brazil nuts, lb.	0 21	0 22
Shelled—		
Almonds, lb.	0 55	0 58
Filberts, lb.	0 48	0 50
Walnuts, lb.	0 80	0 85
Peanuts, Spanish, lb.	....	0 19
Do., Chinese, 30-32 to oz.....	0 16	0 18
Brazil nuts, lb.	0 78	0 80

American Salmon Selling Freely

Toronto.

CANNED GOODS.—No changes are reported in the market for canned goods this week. All lines, where available, are very strong. Canned salmon is in heavy demand, selling very freely. There is considerable American salmon coming on the market now, Alaska reds in one dozen lots, selling at from $4.25 to $4.50. Canned vegetables are very scarce. The new pack in several lines should soon be available, but just at present there is not such a great demand for the canned vegetables because of the plentiful supplies of fresh vegetables. In canned fruits new strawberries are on the market, selling around $5.25. Sliced pineapples, 2s., are quoted slightly higher at $4.75.

Salmon—		
Sockeye, 1s, doz.	4 50	4 75
Sockeye, ½s, doz.	....	2 95
Alaska reds, 1s, doz.	4 25	4 50
Chums, 1-lb. talls	2 35	2 60
Do., ½s, doz.	1 35	1 45
Pinks, 1-lb. talls	2 35	2 60
Do., ½s, doz.	1 35	1 50
Cohoes, ½-lb. tins	2 00	2 10
Cohoes, 1-lb. tins	3 75	3 90
Red Springs, 1-lb. talls.....	3 75	4 25
White Springs, 1s, dozen	2 30	2 35
Lobsters, ½-lb., doz.	4 50	4 90
Do., ¼-lb. tins	....	2 75
Whale Steak, 1s flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.....	2 15	2 25
Canned Vegetables—		
Beets, 2s.	1 90	2 80
Tomatoes, 2½s	....	2 25
Peas, standard	....	1 60
Peas, early June	1 67½	1 75
Sweet Wrinkle	....	1 97½
Beans, golden wax, doz.	2 00	2 10
Asparagus, tins, doz.....	3 75	4 00
Asparagus butts	2 00	2 02½
Canadian corn	2 25	2 45
Corn, American, 2s, doz.....	2 10	2 25
Pumpkins, 2½s	0 95	1 15
Spinach, 2s, doz.	....	1 90
Do., 2½s, doz.	2 52½	2 80
Do., 10s, doz.	....	10 00
Pineapples, sliced, 2s, doz.....	....	4 75
Do., shredded, 2s, doz.	3 00	3 02½
Rhubarb, preserved, 2s, doz...	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	2 67½
Do., standard, 10s, doz.....	4 50	4 52½
Apples, gals., dozen.....	....	7 00
Peaches, 2s	....	2 87½
Pears, 2s	2 35	2 87½
Plums, Lombard, 2s	....	1 90
Plums, Green Gage	2 17½	2 37½
Raspberries, 2s, H.S.	....	4 50
Strawberries, 2s, H.S.....	....	5 25
Blueberries, 2s	2 10	2 35
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Jams—		
Apricot, 4s, each		0 84
Black currants, 16 oz., doz.....	....	4 00
Do., 4s, each	0 98	1 10
Gooseberry, 4s, each	....	0 84
Peach, 4s, each	....	0 82
Red currants, 16 oz., doz.	....	3 45
Raspberries, 16 oz. doz.	3 90	4 35
Do., 4s, each	1 02	1 05
Strawberies, 16 oz., doz.	3 90	4 35
Do., 4s, each	1 08	1 15

Prices on Dates Show Decline

Toronto.

DRIED FRUITS.—Lower prices are ruling on dates again this week. Wholesalers are quoting Excelsior dates at $6.25 per case and Dromedary dates at $7.25. New Smyrna figs are expected soon on the Canadian market, and will be selling around 16c per lb. to the retail trade. Evaporated apples have all been practically cleaned up. The market in currants is very strong, and future prices are likely to be very firm. Prunes

and peaches are in small supply, and quotations on them, where obtainable, are unchanged from last week. Raisins are very firm, and the tendency is towards higher levels.

Apples, evaporated, Ontario	0 22	0 23
Apricots, unpitted	....	0 16¾
Do., fancy, 25s	....	0 30
Do., choice, 25s	0 23	0 30
Do., standard, 25s	0 22½	0 26
Candied Peels, American—		
Lemon	0 38	0 43½
Orange	....	0 45½
Citron	0 47	....
Currants—		
Grecian, per lb.	0 25	0 26
Australians, 3 Crown, lb.	0 20	0 21
Cherries, 2s	2 75	2 90
Dates—		
Excelsior, pkgs., 3 doz. in case	....	6 25
Dromendary, 3 doz. in case	....	7 25
Figs—		
Taps, lb.	....	....
Malagas, lb.	....	....
Comadre figs, mats, lb.	0 14	0 15
Cal., 4 oz. pkgs., 70s, case	....	5 00
Cal., 8 oz., 20s, case	....	3 25
Cal., 10 oz., 12s, case	....	2 25
Prunes—		
30-40s, pe rlb.	0 25	0 35
40-50s, per lb.	....	0 30
50-60s, per lb.	0 22	0 24
60-70s, per lb.	....	0 22
70-80s, per lb.	0 19	0 20
80-90s, per lb.	0 16½	0 17
90-100s, per lb.	....	0 14½
100-120s, per lb.	0 11	0 11½
Peaches—		
Standard, 25-lb. box, peeled	....	0 20
Choice, 25-lb. box, peeled	....	0 23
Fancy, 25-lb. boxes	....	0 24
Practically peeled, 25-lb. boxes	....	0 22½
Extra choice, 25-lb. box, peeled	....	0 26
Raisins—		
California bleached, lb.	0 17	0 18
Extra Fancy sulphur bleached, 25a	....	0 17
Seedless, 15-oz. packets	....	0 19
Seeded, fancy, 1-lb. packets	0 14½	0 15
Seeded, 15 oz. packets	0 15	0 16
Seedless, Thompson's, bulk	....	0 20
Seedless, 16-oz. packets	....	0 19½
Do., Bakers, Thompson's, 50s	....	0 18
Crown Muscatels, 25s	....	0 17

Upward Trend in Spice Quotations

Toronto.

SPICES.—The tendency in the market for spices is upwards and prices are steadily advancing. Cloves have shown a sharp advance in the last week, approximately 12c on the primary markets. Germany is in the market for spices, and the fact that Europe will be a heavy buyer is having a very stimulating effect on quotations. Cassia is quoted at from 33c to 40e per lb., and cayenne at from 33c to 37c. Pickling spices are from 22c to 30c, and white pepper is quoted higher at from 48c to 53c. French pure cream of tartar is at very strong levels. Prices are likely to be very high. Dealers are quoting it this week at from 70c to 80c. American high test cream of tartar in bulk is offered at 75c.

Allspice	0 19	0 21
Cassia	0 33	0 40
Cinnamon	0 35	0 50
Cayenne	0 33	0 37
Ginger	0 28	0 35
Ginger	0 30	0 35
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 32	0 38
Pickling spices	0 22	0 30
Mace	0 90	1 10
Peppers, black	0 38	0 43
Peppers, white	0 48	0 53
Paprika, lb.	0 60	0 70
Nutmegs, selects, whole, 100s	0 45	0 50
Do., 80s	....	0 55
Do., 64s	0 60	0 65
Mustard seed, whole	0 35	0 40
Celery seed, whole	...	0 75
Coriander, whole	0 25	0 30
Carraway seed, whole	0 55	0 60
Tumeric	0 24	0 27
Cream of Tartar—		
French, pure	0 70	0 80
American high test, bulk	....	0 75
2-oz. packages, doz.	....	1 75
4-oz. packages, doz.	....	3 00
8 oz. tins, doz.	....	6 00

Honey Production Good in East

Toronto.

HONEY, MAPLE SYRUP.—None of this season's honey is yet on the market. Indications point to a very good crop in Eastern Ontario, but not so good in the western section of the province. Quotations on old crop honey are unchanged. There is not much moving in the same. Maple syrups are strong at unchanged values.

Honey—		
Clover—		
5-lb. tins	....	0 24
2½s tins	....	0 26
10-lb. tins	0 25	....
60-lb. tins	....	0 24
Buckwheat, 60-lb. tins, lb.	....	0 18
Comb, No. 1, fancy, doz.	3 75	4 25
Do., No. 2, doz.	....	3 00
Maple Syrup—		
8½-lb. tins, 10 to case, case		17 00
Wine qt. tins, 24 to case, case		16 00
Wine ½ gal. tins, 12 to case, case		15 00
Wine 1 gal. tins, 6 to case, case		14 00
Imperial 5 gal. cans, 1 to case, case		14 00
Maple Sugar—		
50 1-lb. blocks to case, lb.	....	0 29

Corn Meal is Ruling Firm

Toronto.

CEREALS.—There is not a great deal moving in cereals these days, this being the quiet season for these goods. Corn meal is very firm, because of the very firm market at Chicago. All lines are selling at steady prices. Rolled oats in 90s is quoted as high as $4.60.

	Single Bag Lots F.o.b.	Lots Toronto
Barley, pearl, 98s	5 50	6 00
Barley, pot, 98s	4 25	4 50
Barley Flour, 98s	....	4 50
Buckwheat Flour, 98s	7 25	8 00
Cornmeal, Golden, 98s	5 50	5 85
Do., fancy yellow, 98s	5 25	5 50
Corn Flour, white, 98s	4 60	5 00
Do., Government standard, 98s	....	4 25
Hominy grits, 98s	....	5 25
Hominy, pearl, 98s	5 00	5 25
Oatmeal, 98s	....	4 75
Oat Flour	....	4 50
Rolled Oats, 90s	4 40	4 60
Rolled Wheat, 100-lb. bbl.	6 50	7 00
Breakfast Food No.1	....	6 15
Do. No. 2	....	6 15
Rice Flour, per 100 lbs.	....	8 00
Linseed Meal, 98s	....	6 75
Rye Flour, 98s	6 50	7 25
Peas, split, 98s	....	6 50
Blue peas, lb.	....	0 10

Above prices give range of quotations to the retail trade.

Can. Raspberries Arriving Freely

Toronto.

FRUITS.—Arrivals of fruits are very plentiful these days, but on the whole, prices continue at strong levels. The Canadian raspberries are coming freely now, but rain is badly needed to help along the crop. At the time of writing the berries are selling on the Toronto market at from 25c to 30c per box. Lower prices are expected. Cherries are fairly plentiful. The eating cherries are selling as high as $3 for a large basket, and the preserving kind range from $1.25 to $1.50 for a 11-quart basket. Gooseberries are selling at from $1.50 to $1.75 for a large basket. Red currants are quoted at $1.50, and the black currants are arriving in small shipments, selling at $2.50 for a large basket. Georgia peaches and Texas Elbertas are coming on the market fairly heavy, ranging in price from $4.25 to $5. Watermelons are selling at from 75c to 90c each.

Bananas, per lb.	....	0 08
Grapefruit—		
California, seedless, 64s	....	5 00
Do., 48s	....	4 50
Do., 80s	....	6 00
Valencias—		
100s, 126s, 150s, 176s, 200s, 216s, 250s	5 50	6 50
288s, 324s	5 00	5 50
Lemons, Cal., 270s, 300s, case	6 50	7 00
Raspberries, box	0 25	0 30
Cherries, Home Grown—		
11-qt. basket	1 25	3 00
6-qt. basket	0 75	2 00
Gooseberries, 11-qt. basket	1 50	1 75
Red Currants, 11-qt. basket	....	1 50
Black Currants, 11-qt. basket	....	2 50
Watermelons	0 75	0 90
Georgia peaches, 6 basket crates, per crate	....	4 25
Texas Elbertas, bushel	....	5 00
Canteloupes, Arizona, 45s, standards	....	8 00
Do., flats	....	3 00
Plums, Cal., per case	3 00	3 75
Apples, yellow transparent, bus. hamper	....	4 00

Old Potatoes a Drug on Market

Toronto.

VEGETABLES.—Ontario potatoes are selling for almost any price that can be obtained for them. There is scarcely any demand for them now. The new Ontario potatoes are not on the market yet. The inquiry is being supplied by Virginia potatoes, selling to the trade at $7.50 per barrel. This is a little firmer price than a week ago. There is a very heavy demand for them. Canadian tomatoes are coming freely now, number ones selling in 11-quart baskets at from $3.50 to $3.75. Cabbages are selling at $3 per bushel and $5 per crate. Carrots, beets, radishes and lettuce are unchanged in price. Canadian beans are selling at from $1 to $1.25 for an eleven-quart basket.

New beets, per dozen	....	0 40
Cabbage, per crate	....	5 00
Do., per bushel	....	3 00
New carrots, per doz.	....	0 40
Radishes, per dozen	....	0 30
Can. Lettuce, doz.	0 50	0 75
Onions, Kentucky fine hard, 100-lb. sacks	8 50	9 00
Parsley, per basket	....	1 00
Peppers, green, dozen	1 00	1 25
Celery, doz.	....	0 40
Wax Beans, can., 11-qt. basket	1 00	1 25
Cucumbers	....	3 00
New potatoes, Virginia	....	7 50
Potatoes, Ontario, bag	....	1 00
Turnips, hamper	....	2 75
Spinach, box	....	2 00
Domestic peas, 11-qt. basket	0 50	0 65
Outdoor Tomatoes, 11-qt. basket	3 50	3 75

Choice Beans Are Very Scarce

Toronto.

BEANS.—The market for beans is very firm, although there is very little demand for them these days. The choice quality beans are very scarce, and if there was any kind of demand for them prices would be very much higher. The hand-picked beans are quoted at from $4.75 to $5 per bus.

Japanese Kotenashi, per bush.	....	4 50
Rangoons, per bushel	....	3 00
Limas, per lb.	....	0 12½

Domestic Inquiry For Flour Good

Toronto.

FLOUR.—There is a fairly brisk demand for flour for domestic account. The movement for export is very active. Prices remain unchanged at from $11 to $11.15.

Flour—

Government standard, 74 per cent. extraction.	
Ontario winter wheat flour, in carload shipments, on track, in cotton bags	11 15
In jute bags	11 00

Millfeeds Are Unchanged

Toronto.

MILLFEEDS.—There is no change in the market for millfeeds. Shorts continue to be a fairly active sale, although there is not much demand for bran. Bran is selling at $42 per ton and shorts at $44 per ton.

	In carlots, track
Bran, per ton	42 00
Shorts, per ton	44 00

WINNIPEG MARKETS

WINNIPEG, July 12—The supply of canned goods has been so nearly cleaned up that there is a possibility of pronounced shortage before the new pack is available. Good grade rice and coffee are also scarce, while further advances are recorded in several other lines.

Canned Goods Famine Before Next Pack

Winnipeg.

CANNED GOODS.—All lines of canned fruits and vegetables have been cleaned up in Eastern markets by reason of an unusually large export demand. Some jobbers hold that there are insufficient supplies of canned goods in the country to supply domestic demands until the new pack. The market in canned goods is said to have never been so bare of all lines for very many years. The demand is unlimited, and some of the large canners state that they have booked orders for several hundred thousand cases for the coming season's pack.

Best Grades Rice Are Very Scarce

Winnipeg.

RICE.—The rice market is very strong, with a growing demand for the small and rapidly diminishing supplies of good grades. Lower priced grades are being rapidly cleaned up, and all rice being offered is firm with an upward tendency.

Japan Rice—	
No. 1, 50-lb. sack, per lb.	0 12
Do., 100-lb. sack, per lb.	0 11¾
No. 2, 50-lb. sack, per lb.	0 09⅞
Do., 100-lb. sack, per lb.	0 09¾
Siam Rice—	
50-lb. sacks, per lb.	0 09¼
100-lb. sacks, per lb.	0 09

Dried Apricots; Pears Scarce

Winnipeg.

DRIED FRUITS.—All lines are becoming rapidly cleaned up, with apricots and pears practically off the market and peaches very scarce. There is a continued outlook for a large crop of Muscatels, both loose and seeded. The market continues firm with the likelihood of higher prices on some lines.

Condensed Milk Firm at Advance

Winnipeg.

CONDENSED MILK.—The market is very firm. Short supplies of milk and increased cost of production are given for the advances made by some factories in prices of condensed and evaporated milk.

All Glassware Lines Advancing

Winnipeg.

GLASSWARE.—Last week we quoted advanced prices on some lines of glassware. This week the advancing market has reached lantern globes. Manufacturers state the constantly increasing cost of production has forced them to revise prices on fruit jars, lamp glasses and lantern globes. In view of the shortage of fruit jars which has prevailed in past preserving seasons the trade would be well advised to cover required supplies.

Coffee Holds Strong Position

Winnipeg.

COFFEE.—The market for Brazil coffee continues to hold to the high levels reached during recent weeks, with Santos being quoted at the highest level ever attained. Bulk coffees also in in a very strong position. The market for Brazil coffee is said by jobbers to be "running wild" owing largely to the lack of definite information as to conditions. There are many rumors in circulation which may be exaggerating the damage to the coffee plantations by frost last Fall.

New Fruits Coming Forward Freely

Montreal.

FRUITS.—The orange market is steady with a fair supply of Valencias. Lemons are in a strong market. The supply available in California is light. Water melons are coming on the market at steadily advancing prices. Local quotations are 6 cents per pound. Cantaloupes are coming forward in good supply though there is no reduction in price. California small fruits are coming to hand in excellent condition with ruling prices fairly high. There is no indication of any decline. The raspberry season is expected to open very shortly and supplies are expected to be good even though the general yield will not be as large as last year. Prices will run from $3.75 to $4 per crate.

Vegetables Plentiful; Prices Reasonable

Montreal.

VEGETABLES. — The outlook for field tomatoes is good and these should be on the market very shortly. Green peas are plentiful, and as they are of good flavor there is a good market for this vegetable. New potatoes are being shipped in carlots at a price of about $85 per ton. Cabbage is plentiful and prices are reasonable. B. C. cauliflower is being shipped now at prices locally from $2 to $2.50 per dozen. Turnips now being sold on the market are in bunches, but sack turnips will be ready very shortly.

BRITISH COLUMBIA MARKETS

VANCOUVER, July 14. — Grocery and provision markets are very strong. Starch has advanced. Australian cables report currants about sold up. The first maple sugar is now on the market. Sugar is still being rationed to the wholesalers.

Sugar is Still Being Rationed

Vancouver.

SUGAR.—Sugar is still being rationed to the wholesalers. The explanation is that the strike so demoralized the production that supplies are still quite inadequate. Prices are unchanged at firm figures.

Teas Continue Very Firm

Vancouver.

TEAS.—The market for teas continues very firm, new buying of Indian teas being at high figures. Prices on spot are unchanged, but the likelihood is for stronger quotations in the near future.

Hogs Selling At $33 Per Cwt.

Vancouver.

PROVISIONS.—Prices on fresh pork and hams and bacon are very strong. Hogs are selling as high as $33 per cwt. Beef has declined a cent. per pound.

Fresh Beef	0 17	0 19
Lamb		0 28
Pork		0 32
Cheese		0 33½
Lard		0 37
Compound		0 38½
Bacon		0 52
Hams		0 45

Raspberries Are 50 Cents Lower

Vancouver.

FRUITS AND VEGETABLES. — Strawberries are nearly over. Prices firm. The district of Hanev has shipped its 18th car to the Prairie. Raspberries have dropped fifty cents per crate. Fresh vegetables are arriving freely. New green apples are now selling on the market at $4.25 per box. Lemons are selling at $7.25 and oranges at

Continued on page 45

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, July 15.—Many lines of soap have made two advances since last report. In many cases prices were withdrawn soon after advances took place. Royal Crown 5's are now selling at $7; 6's at $8.20. Sopade 50-ounce packages are now $7.35, an advance of $1.35. Shorts advanced from $41 to $47, and bran is selling at from $37 to $38 per ton. Corn syrups are up 30 cents per case, and starches ½c. Puffed rice and wheat are now $5.25. Eggs are $13.50. Large cheese is selling at from 33½ to 36 cents. Baby size milk is 10 cents higher, and coffee and milk preparation is 25 cents a case higher.

Beans, Limas	0 12	0 15
Beans, B.C.	7 00	7 50
Flour, 98s, per bbl.	....	10 50
Rolled oats, 80s	3 50	3 60
Rice, Siam, cwt.	....	9 75
Rice, China mat., No. 1	....	4 80
Do., No. 2	....	3 95
Japan, No. 1	11 50	13 50
Tapioca, lb.	0 11	0 12½
Sago, lb.	0 11	0 12½
Sugar, pure cane, granulated, cwt.	....	11 02
Cheese, No. 1, Ontario, large	0 33½	0 36
Butter, creamery, lb.	0 55	0 59
Do., dairy, lb.	0 35	0 40
Lard, pure, 3s, per case	....	22 80
Eggs, new-laid, local	....	13 50
Tomatoes, 2½s, standard, case	....	4 20
Corn, 2s, case	4 80	5 00
Peas, 2s, standard case	3 40	3 50
Spinach, Cal., new pack.	....	5 60
Apples, gals., Ontario, case	....	3 50
Strawberries, 2s, Ontario, case	8 10	8 75
Jams—		
B.C. Strawberries, 4s	....	13 50
Logan Raspberries	....	13 00
Peaches	....	11 00
Plum	....	10 00
Gooseberries	....	11 00
Blackberries	....	11 00
Raspberries, 2s, Ontario, case	8 40	9 00
Cherries, 2s, red, pitted	....	6 40
Apples, evaporated	....	0 22
Do., 25s, lb.	....	0 23
Apricots, evaporated, lb	0 26	0 29
Peaches, evaporated, lb.	....	0 23
Prunes, 90-100s	0 18	0 20
Do., 40-50s	0 26	0 27
Do., 60-70s	....	0 22
Lobsters, quarters	2 75	3 00
Salmon, pin, tall, case	9 00	10 25
Salmon, Sockeye, tall, case	....	....
Do., halves	18 00	19 00
Potatoes, per ton	35 00	38 00
Oranges, Valencias	....	7 00
Lemons, case	....	8 50
Grapefruit, California	....	7 50
Strawberries, Hood River, crate	....	7 00
Cantaloupes, crate 45s	....	7 50

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask, July 15.—Packaged cereals show a tendency towards advances. Puffed rice has gone up $1 per case and is now quoted at $5.25. Oats in packages are sure to advance soon. Syrup is higher by 30 cents per case, and starch is ½ cent higher per pound. Fairy soap and Gold Dust has advanced 25 cents per case. New currants on the market are rated at 75 cents a basket. B. C. celery is on the market at 12 cents. Blueberries have also arrived as well as gooseberries. Egg receipts continue to decline. Crop conditions show little change. Some hail and rains have been pretty general.

Beans, small white Japans, bu.	....	4 50
Beans, Lima, per lb.	....	0 12½
Rolled oats, brails	....	3 86
Puffed Rice, case	....	5 25
Rice, Siam, cwt.	8 40	8 65
Sago, lb.	....	0 11¾
Tapioca, lb.	....	0 11¼
Sugar, pure cane, gran., cwt.	....	10 99
Cheese, No. 1, Ontario, large	....	0 34¼
Butter, Creamery	....	0 58
Crisco	12 70	13 35
Lard, pure, 3s, per case	....	21 60
Bacon, lb.	....	0 47
Eggs, new-laid	....	0 31
Tomatoes, 3s, standard, case	....	4 00
Corn, 2s, standard case	....	4 85
Peas, 2s, standard case	....	3 45
Apples, gal., Ontario	....	2 85
Apples, evaporated, per lb.	....	0 18½
Strawberries, 2s, Ont., case	....	8 50
Raspberries, 2s, Ont., case	....	8 70
Peaches, 2s, Ontario, case	....	5 50
Plums, 2s, case	....	4 00
Salmon, finest Sockeye, tall, case	....	....
Salmon, pink, tall, case	....	10 25
Pork, American clear, per bbl.	....	41 00
Onions, ton	....	59 00
Potatoes, bushel	....	1 15
Grapefruit	....	7 50
California oranges	7 00	8 50
Pinapples	7 00	8 50
Lemons	....	8 00
Strawberries, crate	....	7 50
B.C. Cherries, basket	3 00	4 00
Watermelons, lb.	....	0 08
Apricots, Cal.,	....	3 25
Plums, Cal.	....	3 75
Peaches, Cal.	....	2 75
Apples	....	4 50
Tomatoes	....	3 50
Cucumbers, doz.	....	3 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, July 15.—The market is quiet with few changes. Ordinary cornmeal is selling at from $4.25 to $4.30. Rolled oats are $10.50. Lard, pure, is bringing from 39½ to 40 cents. Compound lard is 34 to 34½ cents. Potatoes are from $3 to $3.50. Onions are from 11 to 12 cents. Oranges are from $6 to $7. California pears are from $6 to $7 a box. Plums $3 to $4 per crate. Peaches from $2 to $3. Strawberries are about through, and other berries are not yet arriving.

Flour, No. 1 patents, bbls., Man.	....	$12 50
Cornmeal, gran., bags	6 15	6 25
Cornmeal, ordinary, bags	4 25	4 30
Rolled oats	....	10 50
Rice, Siam, per 100 lbs.	10 50	11 00
Molasses	0 88	0 89
Sugar—		
Standard, granulated	....	10 05
No. 1, yellow	....	9 55
Cheese, New Brunswick	0 33	0 34
Cheese, Ont., twins	0 33	0 34
Eggs, fresh, doz.	....	0 48
Eggs, case	0 43	0 45
Breakfast bacon	0 44	0 49
Butter, creamery, per lb.	0 46	0 49
Butter, dairy, per lb.	0 43	0 45
Butter, tub	0 41	0 43
Margarine	0 33	0 35
Lard, pure, lb.	0 39½	0 40
Lard, compound	0 34	0 34½
American clear pork	0 62	0 65
Beef, corned, 1s	4 55	4 90
Tomatoes, 3s, standard, case	....	4 20
Raspberries, 2s, Ont., case	....	8 80
Peaches, 2s, standard case	....	6 20
Corn, 2s, standard case	....	4 70
Peas, standard case	3 20	3 30
Apples, gal., N.B., doz.	....	4 00
Strawberries, 2s, Ont., case	....	8 20
Salmon, Red, spring, cases	....	....
Pinks	11 00	11 50
Cohoes	14 50	15 00
Chums	....	8 50
Evaporated apples, per lb.	....	0 23
Peaches, per lb.	....	....
Potatoes—		
Natives, per bbl.	3 00	3 50
Onion, Egyptians, lb.	0 11	0 12
Lemons, Cal.	8 50	9 00
Peaches, Cal., box	2 00	3 00
Pears, Cal., box	6 00	7 00
Plums, Cal., crate	3 00	4 00
Oranges, Cal., case	6 00	7 00
Grapefruit, Cal., case	7 00	7 50
Bananas, per lb.	0 08½	0 09

BRITISH COLUMBIA MARKETS

Continued from page 44

$6.25. New tomatoes are selling at $4.50 per crate.

Apples—		
New, green, box	....	4 25
Cherries, Okanagan, qt.	....	0 20
Oranges, Cal., aver.	....	6 25
Strawberries, crate	....	3 25
Gooseberies, qt.	....	0 12
Grapefuit, case	5 00	6 00
Lemons, case	....	7 25
Pineapples, Cuban	....	5 50
Cucumbers, B.C., per doz.	....	2 00
Tomatoes (hothouse), 20, crate		
No. 1	....	4 50
Carrots, doz. bunches	....	0 25
Onions, doz. bunches	....	0 25
Parsley, doz. bunches	....	0 25
Local potatoes, ton	....	30 00
Turnips, doz. bunches	....	0 25
Celery, doz.	....	1 75
Raspberries, crate	....	4 50

No Change in Molasses Prices

Vancouver.

MOLASSES.—No change is reported in the market for molasses. Demand is light.

36, 1½s, per case	....	$4 25
24, 2½s, per case	....	4 50
12, 5s, per case	....	4 25
6, 10s, per case	....	4 25

Shortage Exists In Canned Goods

Vancouver.

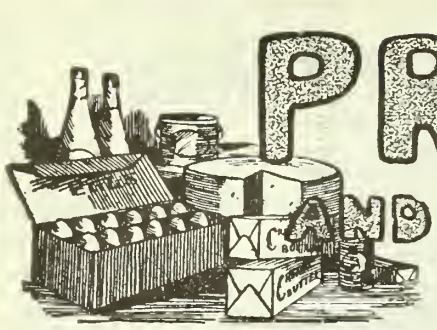
CANNED GOODS.—A very serious shortage exists on canned peas, string beans and corn. Very little improvement is expected until the new crop is available. Canned fruits are also difficult to replace. B. C. canned milk has advanced 25 cents per case.

Japanese Rices' Sharp Advance

Vancouver.

RICES.—California number one Japanese rice is now selling at $260 per ton. All rices continue at very strong levels. Sago and tapioca are selling at 13½ cents.

Rice, Japan, No. 1, per ton	....	250 00
Do., Do., No. 2, per ton	....	.....
Do., China, No. 1, per 40 mats	....	250 00
Do., Do., No. 2, per 40 mats	....	200 00
Do., California	....	260 00
Tapioca, 140s	....	....
Sago, 140s	....	0 12½



PRODUCE AND PROVISIONS

Rumor of British Government Control of Cheese Unsettles Market

Threatened Strike of Coopers in Montreal Warehouses Results in Cheese Shipments Being Refused.

THE cheese market during the week, particularly the last half, was in a very unsettled state. A threatened strike of coopers in Montreal warehouses caused the railway companies to send out notices to their agents that cheese shipments should not be accepted until further notice. There are rumors in the trade that the British Government intends to again control the importation as well as the sale of cheese in England. Advices on this point have been very contradictory but some cabled orders have been cancelled because of the possibility of control being resumed. At the Co-operative sale on Monday (July 7th), 3,171 boxes of cheese were sold as follows: (selling charge of ⅛c. per lb. included). 1,850 boxes No. 1 Quebec at 29⅛c.; 975 boxes No. 2 at 28⅞c. On Tuesday between 5,000 and 6,000 boxes were sold at Gould's at 28½c. f.o.b. country points. At the Co-operative sale on Friday, 4,007 boxes were sold as follows (usual selling charge included): 2,400 boxes No. 1 Quebec white at 27⅛c.; 1,275 boxes No. 2 at 26⅞c. At this sale none of the regular exporting firms were buyers. At Gould's on Friday, 6,000 boxes of Eastern and Ottawa Valley cheese sold at from 26½c. to 27c. f.o.b. country points. On account of the embargo no sales were made at country boards on Thursday nor on Friday with the exception of 1,150 boxes at Picton, all sold at 28½c. Receipts for the week were 86,341 boxes compared with 104,315 boxes for the same week last year. From May 1st to July 12th, receipts were 536,747 boxes compared with 608,553 boxes for the same period last year.

Figures re Export and Import

There has been quite a decline in receipts at the port of Montreal of late, receipts for the week ending July 12th, 1919, were 86,341 boxes, as opposed to 104,315 in the corresponding week of last year, while from May 1 to July 12 of this year shows receipts of 536,747 as against 608,553 boxes over the same period of last year. Butter on the other hand shows a slight increase in receipts, 21,939 packages being received for the week ending July 13 as against 20,184 packages for the same week last year, while for the period from May 1 to July 12, 1919, shows 168,751 as opposed to 165,772.

Exports for the week ending July 12 were 3,212 packages of butter, and 117,517 boxes of cheese. Exports from May 1 to July 12 were 3,709 packages of butter and 457,361 boxes of cheese.

PACKING PLANTS ACTIVE

Italian Order a Big Factor in Export Trade

There has been an unusual activity recently around some of the large Toronto packing plants, owing to heavy export orders that have almost taxed the capacity of the plants. Especially heavy have been the orders from Italy, a previously little known purchaser. Italy, it appears, has come into the market with a keen demand for bacon, and also for beef. As this market is not quite so discriminating as those that the Canadian packing plants have catered to in the past, its opening to the Canadian trade will mean an easier outlet for products that it might be difficult to market elsewhere.

ALLIED PACKERS STOCK TO BE LISTED

An application is being made to the Montreal and Toronto Stock Exchanges to list the securities of Allied Packers. Incorporated, of New York, and it is probable that this will be effected at an early date.

It will be recalled that Allied Packers recently acquired the business of Matthews-Blackwell, Limited, a representative from which firm will be chosen to act in the interest of Canadian shareholders on the board of directors of the consolidation.

HARRIS ABATTOIR CO. HOLDS ANNUAL PICNIC

The annual picnic of the Harris Abattoir Co. was held at High Park on Friday afternoon—the 1,500 employees, together with their wives, families and sweethearts, must have totalled pretty close to 5,000 people.

During the course of the afternoon, an aviator from Long Branch passed over the grounds, bearing a cable message from James Harris, at present in Great Britain, in which the latter conveyed to the big crowd his best wishes and warm appreciation of their services. The reading of this message was the signal for tremendous cheering.

There was a big program of sporting events all run off in fine style, to say nothing of the baby show. There was also an abundant supply of good things to eat, and W. T. Harris, president of the Harris Abattoir; J. S. McLean, secretary-treasurer; George Rowntree, head buyer for the firm; "Dote" Wilson, and all the members of the staff were indefatigable in making the folks happy. It was generally stated that the picnic was one of the most enjoyable ever held by the company.

SIZES AND CASE COUNTS AND CANNED JARS

The Department of Soldiers' Civil Re-establishment writes to ask the correct trade name of all the various sized tins used by Canadian canners in canning fruits and vegetables, the capacity of each size tin, and the number of tins of each size that constitute a case, also the quantity in a case of various staple articles such as grapenuts, cornflakes, puffed rice, shredded wheat and soda biscuits.

Answer:—The following are the various sized tins used by Canadian canners, and the number of tins in a case:

Fruits and vegetables: 2s, 2 doz. tins; 2½s, 2 doz. tins; 3s, 2 doz. tins; 10s, gals., ½ doz. to case; 20 oz. cans, 4 doz. to case.

Jams.—16 oz., 2 doz. case; 12 oz., 2 doz. case; 3x5, each 8 pails; 2s, each 2 doz.; 4x14, each 4 pails; 4x7, each 6 pails; tumblers, each 2 doz.; pints, each 1 doz.

Grapenuts.—12 oz. package, 2 doz. case.

Cornflakes.—8 oz. packages, 36 packages case.

Puffed rice.—5 oz. packages, 36 packages case.

Shredded wheat.—36 packages case.

Soda biscuits.—Packed in pasteboard boxes and tins, in various sizes from half a pound to three pounds.

Will Liquor Drought Increase Dried Fruit Demand?

In the expectation that home wine making will become a "sizable" factor in the dried fruit business, some enterprising California firms are quoting dried black grapes to the trade. The prices range from 11c to 13c f.o.b. San Francisco.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, July 15—Outstanding features of the markets this week are several. Livestock tendencies are not only firmer, but there have been advances for live and dressed hogs through the week and various cuts of pork and beef are marked up. The tone is decidedly strong. This is traceable to the export which packers are engaged in and to the heavier demand, in particular, for cured meats. Cured hams and barrelled pork are marked up. Cooked meats are firm, but unchanged. A large demand still obtains for butter, and prices, while unchanged in the list, were higher in the country. Cheese is showing some easing of price, due to a temporary let-up in export. Eggs have advanced and there is a big sale for the better stock. Live poultry comes forward in increasing quantities. Sea fishing was poor last week, due to severe weather conditions, and prices are consequently firmer on these lines. There has been a very good business throughout the week.

Stronger Markets For Cattle and Hogs

Montreal.

FRESH MEATS. — Strength in the livestock markets has been manifest in various sections of the country, and the feeling has reflected here in a firming of certain prices and advancing of others. Various cuts of beef are marked up and hogs advanced in some cases as much as $1 per $100 pounds. The ruling prices are around $23.50 for select abattoir stock. Some cuts of hogs are advanced. Export demand for cooked meats has been heavy. This may be a contributing factor in the firming of the price basis.

Hogs, live	23 00	23 50
Hogs, Dressed—		
Abattoir killed, small, 65-90 lbs.	....	32 00
Sows (heavy)	....	27 00
Fresh Pork—		
Leg of Pork (trimmed) (foot on)	....	0 39
Loins (trimmed)	....	0 44
Loins (untrimmed)	....	0 41
Spare ribs	....	0 25
Trimmed shoulders	0 29	0 30
Fresh Beef—		

Cows)			(Steers)
$....	$0 28	..Hind quarters.. $....	$0 30
0 14	0 17	.Front quarters. 0 16	0 18
....	0 28	..... Loins	0 37
....	0 25	..... Ribs	0 28
....	0 15	.... Chucks 0 15	0 16
....	0 26	..... Hips	0 28

Calves (as per grade)	0 22	0 27
Lambs, 30-40 lbs.(whole carcass), lb.	....	0 36
No. 1 Mutton (whole carcass), lb.	....	0 20

Hams Are Higher; Barrelled Pork Also

Montreal.

CURED MEATS.—Domestic demand has continued heavy and with the export selling this has had the effect of decidedly firming the market and making advances of one cent for various weights of smoked hams. Barrel pork, too, has been advanced $1 to $2 per barrel and there is a firm undertone. The tendencies are upward on pork products generally.

Hams—		
Medium, smoked, per lb.—		
(Weights), 12-14 lbs.	....	0 47
14-20 lbs.	....	0 47
20-25 lbs.	....	0 42
25-35 lbs.	....	0 40
Backs—		
Plain	....	0 50
Breakfast, per lb. (as to qual.)	0 49	0 56
Rolls, per lb.	0 38	0 39
Dry Salt Meats—		
Long clear bacon, ton lots	0 30½	0 31½
Long clear bacon, small lots	0 31	0 32
Barrel Pork—		
Fat backs, lb.	....	0 33
Canadian short cut (bbl.) 30-40 pieces	62 00	62 50
Clear fat backs (bbl.) (40-50 pieces	....	70 00
Heavy mess pork (bbl.)	....	54 00
Bean pork (bbl.) (American) (60-80 pieces)	....	54 50

Cooked Meat Demand Continues Good

Montreal.

COOKED MEATS.—No dearth of orders is manifest for the various brands of cooked meats, and the outgo from week to week is heavy. Many tons of stuff are shipped out now to the summer resorts and this business grows as the season advances. In view of the stronger pork markets there is a firmness of undertone and prices may be advanced ere long.

Head Cheese	0 13	0 15
Choice jellied ox tongue	0 65	0 66
Jellied pork tongues	....	0 44
Ham and tongue, lb.	....	0 32
Veal and tongue	....	0 25
Hams, roast	....	0 64
Hams, cooked	....	0 64
Shoulders, roast	....	0 52
Shoulders, boiled	....	0 52
Pork pies (doz.)	....	0 85
Blood pudding, lb.	....	0 12

Much Lard Goes to the Consumer

Montreal.

LARD.—Total weekly sales of pure lard are maintained on a very satisfactory basis and supplies are ample to meet the requirements of the trade. There have been no features during the week, prices remaining unchanged but firm.

LARD, pure—		
Tierces, 400 lbs., per lb.	0 37¼	0 37½
Tubs, 50 lbs., per lb.	0 37½	0 38
Pails, 20 lbs., per lb.	0 37¾	0 38¼
Bricks, 1 lb., per lb.	0 39	0 40

Shortening Firm; May be Higher

Montreal.

SHORTENING.—There has been a sustained undertone to the market and supplies are sold in some quarters on a firming basis. The range of quotations is showing more spread and a firmer feeling may bring about higher prices.

SHORTENING—		
Tierces, 400 lbs., per lb.	....	0 31
Tubs, 50 lbs., per lb.	0 31¼	0 31½
Pails, 20 lbs., per lb.	0 31½	0 31¾
Bricks, 1 lb., per lb.	....	0 32½

Margarine is Selling But in Small Lots

Montreal.

MARGARINE. — Jobbers are quite satisfied with margarine sales, some of them at least. Considering the season there is the usual disposition to buy with regard to one's sales. As a consequence the movement is in smaller lots but the totals reached weekly are quite large. Prices are unchanged.

Margarine—		
Prints, according to quality, lb.	0 36	0 38½
Tubs, according to quality, lb.	0 32	0 34½

Heavy Butter Demand May Increase Price

Montreal.

BUTTER.—With the combined heavy sales to exporters and domestic dealers, there has been a stronger feeling in the butter market. Under keen bidding at country points there has been a higher tendency with actual sales made at around one cent per pound higher. The tendencies, if continued, will have the effect of making immediately for higher prices. There is a steady demand, much of it from packers.

BUTTER—		
Creamery prints, fresh made	....	0 55
Creamery, solids, fresh made	....	0 54
Dairy prints	....	0 45
Dairy, in tubs, choice	....	0 44

Light Export Orders; Cheese Easier

Montreal.

CHEESE.—Notwithstanding the unchanged price condition as applying to cheese on this market, there has been an easier feeling. This is the result of curtailed buying for export account and which, in turn, is attributed to the unrest in labor circles in England. At 28½ cents there was but one sale last week of 1,150 boxes, and this was at Picton. It is rather uncertain what the future will bring forth. Price control is mooted in England, it is understood, and this may have some effect on the price basis here.

CHEESE—		
New, large, per lb.	....	0 32
Twins, per lb.	0 32	0 32½
Triplets, per lb.	....	0 32
Stilton, per lb.	....	0 35
Fancy, old cheese, per lb.	0 35	0 36

Plenty of Eggs; But Prices High

Montreal.

EGGS. — Farmers are apparently pressed for time now on other work, and

this is assigned as the reason for less interest in shipments of eggs. At the same time there appears to be plenty of eggs available but shipments are less methodically forwarded. The excellent demand still obtains for better grades and prices have advanced one cent per dozen for No. 1's and selects. Newlaids will bring as much as 60c in some instances, it is stated.

EGGS—		
No. 2	....	0 43
No. 1	....	0 50
Selects	....	0 55
New laids	....	0 58

Less Storage Stock; Live Poultry Comes

Montreal.

POULTRY.—There has been a big reduction in the holdings of cold storage poultry, and this came through heavy filling of export orders. There has been a very noticeable increase in the receipts of live fowls, excepting one or two lines such as turkeys. These are in demand, the Jewish call for live birds being excellent. Prices have been unchanged for the week.

POULTRY (dressed)—		
(Selling Prices)		
Chickens, roast (3-5 lbs.)	0 40	0 41
Chickens, roast (milk fed)	0 45	0 46
Broilers (3-4 lb. pr.)	0 44	0 47
Ducks—		
Brome Lake (milk fed green)	....	0 46
Young Domestic	0 38	0 40
Turkeys (old toms), lb.	....	0 49
Turkeys (young)	....	0 50
Geese	0 30	0 31
Old fowls (large)	....	0 36
Old fowls (small)	....	0 32
POULTRY (live)—		
(Buying Prices)		
Live—Old fowl	0 28	0 29
Roasters	0 19	0 21
Turkeys	....	0 37
Broilers	0 36	0 44

Sea Fishing Poor; Prices Stiffened

Montreal.

FISH.—The feature of the week is that of a decreased supply from the Atlantic coast. This was due to severe weather conditions and to a period of cold and unseasonable weather. As a consequence there will not be a large receipt of fish from these points for the catch has been light. This applies in a particular sense to haddock, market and steak cod and to mackerel. Business is just fair, and what might be seasonably looked for.

FRESH FISH		
Carps, per lb.	0 11	0 12
Dore	....	0 20
Eels, lb.	..	0 10
Bullheads (dressed)	....	0 15
Gaspereaux, each	....	0 07
Haddies	0 12	0 13
Fillet Haddies	....	0 20
Haddock	....	0 08
Halibut, Eastern	0 24	0 24
Halibut, Western	0 23	0 24
Steak, cod	0 09	0 10
Market cod	0 06½	0 07
Flounders	....	0 08
Prawns	....	0 30
Pike, per lb.	0 12	0 13
Live lobsters	0 45	0 50
Boiled lobsters	0 35	0 40
Salmon (B.C.), per lb., Red	0 30	0 32
Salmon, Gaspe	0 35	0 40
Shad	....	0 13
Skate	....	0 17
Lake Trout	....	0 20
Mackerel	....	0 16
Sbrimps	0 35	0 40
Whitefish	0 17	0 18
Trout, brook	....	0 40
FROZEN FISH		
Gaspereaux, per lb.	0 06½	0 07
Halibut, large and chicken	0 19	0 20
Halibut, Western	0 20	0 21
Halibut, medium	0 21	0 22
Haddock	0 06	0 06½
Mackerel	0 14	0 15
Dore	0 14	0 15
Smelts, No. 1, per lb.	0 12	0 13
Smelts, No. 2, per lb.	0 07	0 08
Pike, Headless and Dressed	0 10	0 11
Market Cod	....	0 05½
Whitefish, small	0 11	0 12
Sea Herrings	0 07½	0 08
Steak Cod	....	0 08
Gaspe Salmon, per lb.	0 24	0 25
Salmon Cohoes, round	0 17½	0 18
Salmon, Qualla, Hd. and Dd.	0 13	0 14
Whitefish	0 15	0 16
Smelts, extra large	....	0 22
Lake Trout	0 19	0 20
Lake Herrings, bag, 100 lbs.	....	6 00
Alewires	0 05½	0 06
SALTED FISH		
Codfish—		
Codfish, large bbl., 200 lbs.	....	$20 00
Codfish, No. 1, medium, bbl., 200 lbs.	18 00	....
Codfish, No. 2, 200 lb. barrel	17 00	....
Pollock, No. 1, 200 lb. barrel		15 00
Codfish, strip boneless (30-lb. boxes), lb.	0 20	0 23
Codfish (boneless) (24 1-lb. cartons)		0 20
Codfish (Ivory) (2-lb. blocks, 20-lb. bx)		0 19
Boneless cod (2-lb.)		0 23
Shredded codfish (12-lb. box)		2 50
Dried codfish (100-lb. bbl.)		20 00
PICKLED FISH		
Herrings (Scotch cured), barrel.	11 25	12 00
Scotia, barrel		12 00
Do., half barrel		6 25
Mackerel, barrel		34 00
Salmon, Labrador (200 lbs.)		26 00
Salmon, B.C. (200 lbs.)		24 50
Sea Trout (200-lb. bbls.)		25 00
Turbot (200 lbs.)		17 00
Codfish, tongues and sound, lb.		0 15
Eels, lb.	0 16	0 17
OYSTERS		
Cape Cod, per barrel		16 00
Batouche, per barrel		15 00
Scallops, gallon		4 50
Can No. 1 (Solids)		2 50
Can No. 3 (Solids)		7 50
Can No. 5 (Solids)		12 50
Can No. 1 (Selects)	2 50	3 00
Can No. 3 (Selects)		9 00
SUNDRIES		
Paper Oyster Pails, ¼ per 100		1 75
Crushed Oysters Shell, 100-lbs.		$1 60
Paper Oyster Pails, ¼-lb. per 100		2 25

ONTARIO MARKETS

TORONTO, July 15—The feature of the produce and provision market this week is the sensational price being paid for live hogs. Values have reached record figures on the Toronto market, live hogs on the fed and watered plan selling at $24. Hams, bacon and fresh pork are maintained at high levels. Eggs are higher because of decreased production. Cheese is slightly easier and butter is firm.

Record Price For Live Hogs

Toronto.

FRESH MEATS.—The strong position of the market for live hogs is keeping quotations on all cuts of pork very firm. Advances are noted in some instances. Live hogs are at the highest figure on record, selling at $24 on the fed and watered basis. Legs of pork up to 18 lbs. are selling at from 39c to 42c per lb. Tenderloin is quoted at 45c. There is not much demand for spare ribs, and these have fallen to low figures at from 14c to 15c. Easier prices are ruling in beef in sympathy with the downward trend in prices for live cattle. Calves are very firm, selling at from 27c to 32c per lb. Spring lamb is from 38c to 40c.

FRESH MEATS		
Hogs—		
Dressed, 70-100 lbs., per cwt.	....	$30 00
Live, on cars, per cwt.	....	24 50
Live, fed and watered, per cwt.	....	24 00
Live, f.o.b., per cwt.	....	23 00
Fresh Pork—		
Legs of pork, up to 18 lbs.	0 39	0 42
Loins of pork, lb.	0 42	0 43
Tenderloins, lb.	0 43	0 45
Spare ribs, lb.	0 14	0 15
Picnics, lb.	0 28	0 32
New York shoulders, lb.	0 28	0 31
Montreal shoulders, lb.	0 29	0 32
Boston butts, lb.	....	0 35
Fresh Beef—From Steers and Heifers—		
Hind quarters, lb.	0 25	0 32
Front quarters, lb.	0 13	0 15
Ribs, lb.	0 22	0 28
Chucks, lb.	0 10	0 13
Loins, whole, lb.	0 32	0 35
Do., short, lb.	....	0 35
Hips, lb.	0 25	0 26
Cow beef quotations about 2c per lb. below above quotations.		
Calves, lb.	0 27	0 32
Lambs, whole, lb.	0 28	0 30
Spring lamb	0 38	0 40
Sheep, whole, lb.	0 16	0 20

Above prices subject to daily fluctuations of the market.

Hams and Bacon At Firm Levels

Toronto.

PROVISIONS.—The market for hams and bacon is very strong, although no changes in prices are reported this week. The tendency, however, is not likely to be lower in view of the high prices ruling on the market for live hogs. There is also a very heavy demand for export, and these conditions will not permit of any lower levels for some time. Ordinary breakfast bacon is selling at from 48c to 50c, and fancy breakfast bacon at from 57c to 59c.

Hams—		
Medium	0 46	0 48
Large, per lb.	....	0 44
Backs—		
Skinned, rib in	....	0 49
Boneless, per lb.	0 55	0 58
Bacon—		
Breakfast, ordinary, per lb.	0 48	0 50
Breakfast, fancy, per lb.	0 57	0 59
Roll, per lb.	....	0 38
Wiltshire (smoked sides), lb.	0 41	0 42
Dry Salt Meats—		
Long, clear bacon, av. 50-70 lbs.	0 33	0 35
Do., av. 70-100 lbs.	0 28	0 30
Fat backs, 16-20 lbs.	....	0 33
Out of pickle, prices range about 2c per pound below corresponding cuts above.		
Barrel Pork—		
Mess pork, 200 lbs.	0 52	0 53
Short cut backs, bbl., 100 lbs.	60 00	63 00
Pickled rolls, bbl., 200 lbs., heavy	....	60 00
Do., do., do., lightweight	....	60 00

Above prices subject to daily fluctuations of the market.

Cooked Meats Are In Great Demand

Toronto.

COOKED MEATS.—All cooked meats continue at very firm prices, the excessive demand for the same stimulating values. Cooked hams and tongue are in very strong demand, and prices are not likely to see any lower levels through-

out the Summer months. Head cheese is unchanged, and pork and tongue are selling at from 48c to 52c per lb.

Boiled hams, lb.	....	0 65
Hams, roast, without dressing, lb.	0 65	0 66
Shoulders, roast, without dressing, per lb.	....	0 60
Head Cheese, 6s, lb.	0 14	0 15
Meat Loaf with Macroni and Cheese, lb.	....	0 27
Choice jellied ox tongue, lb.	0 65	0 67
Pork and Tongue, lb.	0 48	0 52

Above prices subject to daily fluctuations of the market.

Firm Prices Are Ruling on Butter

Toronto.

BUTTER.—There is not much change in the butter market this week. Prices are very firm. Dealers are paying 51c per lb. for creamery butter outside. It is selling to the trade at from 54c to 55c. Creamery solids are selling at from 53c to 54c.

Creamery prints (fresh made)	0 54	0 55
Creamery solids (fresh made)	0 53	0 54
Dairy prts., fresh separator, lb.	0 47	0 48
Dairy prints, No. 1, lb.	....	0 45

Cheese Selling At Easier Prices

Toronto.

CHEESE.—Slightly easier prices are ruling on cheese this week. Prices paid last week on the cheese boards ranged from 27c to 28c per lb. New large cheese is selling at from 31c to 31½c.

Cheese—

New, large	0 31	0 31½
Stilton (new)	....	0 34

Twins ½c lb. higher than large cheese. Triplets 1½c higher than large cheese.

Moderate Demand Prevails For Margarine

Toronto.

MARGARINE.—There is a moderate demand for margarine these days, although at this season it does not sell as readily as in the Winter months when butter is dearer. Prices to the trade are unchanged.

Margarine—

1-lb. prints, No. 1	0 35	0 36
Do., No. 2	0 32	0 34
Do., No. 3	0 28	0 29

Solids 1c per lb. less than prints.

Heavy Inquiry For Lard; Prices Firm

Toronto.

LARD.—The market for lard is very firm, quotations on the tierce basis being from 36½c to 37c. There is a very heavy demand for lard and shipments overseas are also very heavy.

Lard tierces, 400 lbs., lb.	0 36½	0 37

In 60-lb. tubs, ½c higher than tierces, pails ¾c higher than tierces, and 1-lb. prints, 2c higher than tierces.

Shortening is Selling Freely

Toronto.

SHORTENING.—Quotations on shortening ranged from 30¾c to 31¾c per lb., tierce basis. It is selling freely to the trade.

Shortening, tierces, 400 lbs., lb.	0 30¾	0 31¾

Egg Quotations Show Advances

Toronto.

EGGS.—Advances are noted in the prices of eggs to the trade. Dealers state that production has fallen off, but that consumption is still at a very high rate. New laids in cartons are selling at from 54c to 55c, and out of cartons at 50c. Some dealers are quoting selected eggs at 53c.

Eggs—

New laids, in cartons, doz.	0 54	0 55
New laids, doz.	....	0 50

Prices shown are subject to daily fluctuations of the market.

Poultry is in Heavy Demand

Toronto.

POULTRY.—Shipments of poultry to the Toronto market are on the increase. There is a good demand for all supplies and cold storage fowl is still supplying a good deal of demand. Ducklings and Spring chickens are readily bought. Prices on the same are very strong, and quotations generally show no changes from last week.

Prices paid by commission men at Toronto:

	Live	Dressed
Ducklings, lb.	$....-$0 32	$....-$0 35
Turkeys, old, lb.	....- 0 25	....- 0 30
Do., young, lb.	....- 0 30	....- 0 35
Roosters, lb.	....- 0 22	....- 0 25
Fowl, over 4½ lbs.	....- 0 28	....- 0 28
Fowl, under 4½ lbs.	....- 0 26	....- 0 26

Prices quoted to retail trade:

	Dressed
Hens, heavy	$.... $0 35
Do., light	.... 0 33
Chickens, spring	0 50 0 65
Ducklings	0 35 0 40
Turkeys	0 35 0 45

Fresh Fish Sells At Steady Prices

Toronto.

FISH.—There is a very fair demand for all fresh fish, and prices show few changes as compared with last week. Cod steak is selling at from 11c to 12c per lb., and market cod at from 9c to 10c. Lake herring, round, is selling at 10c per lb., and dressed at from 11c to 12c.

FRESH SEA FISH

Cod Steak, lb.	$0 11	$0 12
Do., market, lb.	0 09	0 10
Haddock, heads off, lb.	....	0 10
Halibut, chicken	0 21	0 22
Do., medium	0 22	0 23
Flounders, lb.	0 07	0 10
Salmon, Restigouche	0 30	0 35

FROZEN SEA FISH

Salmon—		
Salmon, Restigouche	....	0 25

FRESH LAKE FISH

Lake herring, round lb.	....	0 10
Do., dressed, lb.	0 11	0 12
Trout, lb.	0 15	0 16
Whitefish, lb.	0 11½	0 15
Mullets, lb.	....	0 05
Fresh pickerel	0 15	0 16
Ciscoes	....	0 16
Pike	0 09	0 10
Fresh mackerel	....	0 10

WINNIPEG MARKETS

WINNIPEG, July 12—Hog prices still maintain their exceptionally high levels and there is no indication of any declines at the moment. Egg receipts are beginning to fall off and quality is very uneven—an increased export demand has had the effect of forestalling anticipated declines.

Hogs Unchanged; Market Firm

Winnipeg.

HOGS.—With the lowering of beef prices, prevailing quotations on hogs seem even higher in proportion. Cattle prices have dropped considerably, but no equivalent drop in hog prices is expected owing to the fact that there are a large number of very necessary by-products from hogs. Prices are steady at $21.50 to $22.

Big Range in Egg Prices

Winnipeg.

EGGS.—The grade of eggs coming to market varies greatly and there is therefore a long range in prices being paid. Country shippers are receiving anywhere from 30 to 50 cents per dozen for eggs. The market is firm with receipts commencing to fall off.

Butter Decline Failed to Come

Winnipeg.

BUTTER.—The anticipated decline in butter prices did not materialize with the opening up of the channels of commerce following the strike. The reason for this was an increased export demand. The movement of butter into storage has hardly commenced yet in Canada, though in the United States this movement is now nearly completed. The prevailing prices of 50 to 52 cents per pound represent a very high figure at which to put butter away in storage.

Frozen Salmon Off the Market

Winnipeg.

FISH.—Frozen salmon is temporarily off the market. Supplies are coming forward freely of all lines of lake and sea fish, and the demand is good. Prices are remaining steady.

LAKE FISH

Whitefish (fresh), lb.	....	0 13
Whitefish (frozen), lb.	....	0 12
Pickerel (fresh), lb.	....	0 14
Fresh Trout	....	0 20
Round Jackfish, lb.	....	0 09
Dressed Jackfish, lb.	....	0 09½
Speckled Trout, lb.	....	0 35

SEA FISH

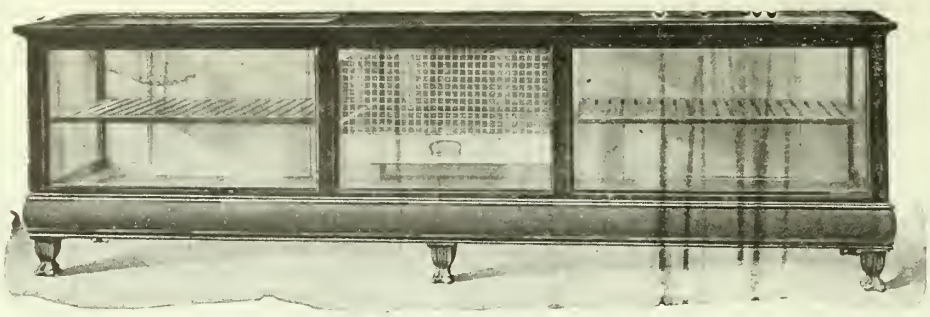
Fresh Halibut	....	0 20
Frozen Halibut, lb.	....	0 20
Fresh Salmon, lb.	....	0 28

OTHER ONTARIO MERCHANTS CLOSING

Wednesday half-holiday will be observed in Princeton during the months of June, July and August. The bank, stores and all places of business will be closed at noon on that day.

Beginning July 3rd and continuing until September 25th, places of business in Beaverton will close at 1 o'clock p.m. Thursday.

Stanley Morden, of Chatterton, has sold out his grocery business and disposed of his property to Mr. Frederick and will go to live at Forget, Sask.



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Write for Free Catalogue and Prices

JOHN HILLOCK & CO., LIMITED, Office, Showrooms and Factory: 154 GEORGE ST., TORONTO

AGENCIES:—A. Tilley, 54 McGill College Ave., Montreal; Geo. Cameron, Sparks St., Ottawa; J. McMillan, 200 Main St., Winnipeg; Western Butchers Co., Regina, Sask.; M. E. Watt, 572 Knox St., Vancouver, B.C.

Merchants Everywhere Want this Splendid Sales Bringer

Out in the small towns and thinly populated districts merchants are as keen for the Arctic Counter Refrigerator as those in the large cities, for the Arctic will improve sales and attract new trade wherever it is located. Eliminates waste and adds greatly to the appearance of any store. Costs little and lasts a lifetime.

LARD

A good time to buy lard. And when you buy—buy "Star" Brand. There will be a big demand for lard to go to Europe—prices will be higher.

Made Under Government Inspection

F. W. FEARMAN CO.
LIMITED
HAMILTON

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HEINZ
57 VARIETIES
ARE QUALITY PRODUCTS

In the making of Heinz 57 Varieties, quality is insisted upon, first, last and always. The maintenance of this ideal has placed the goods at the head of their field and has won for them the approval of thousands of consumers. It will pay you to sell and recommend Heinz 57 Varieties.

H. J. HEINZ COMPANY

All Heinz goods sold in Canada are made in Canada

57 57

Man Left You, Did He?

And for the life of you you don't know where to find another to replace him. Well, our advice to you—and it's good advice—is: Find him by advertising — a small condensed advertisement in CANADIAN GROCER.

If you wanted a blacksmith, we wouldn't recommend CANADIAN GROCER, but when it comes to finding a man for the grocery business, honestly we don't know of a better or cheaper way of finding him than the use of CANADIAN GROCER.

The way to find the man you want is to look for him where he is likely to be found—in the grocery business.

Rate is 2 cents a word first insertion and 1 cent per word each subsequent insertion. Five cents additional per insertion when replies are to be sent to Box Number in our care. Send your advertisement and remittance to

Canadian Grocer Want Ads. 143-153 University Avenue TORONTO

Keep your Fats Under Cover in Hot Weather

All fats are affected by varying temperatures, and deteriorate with age. "EASIFIRST" is less susceptible than either butter or lard, and for that reason alone, is a particularly desirable shortening for summer months. With reasonable care it keeps sweet and fresh for weeks.

Your Customers appreciate that fact

Phone Junction 3400

GUNNS LIMITED

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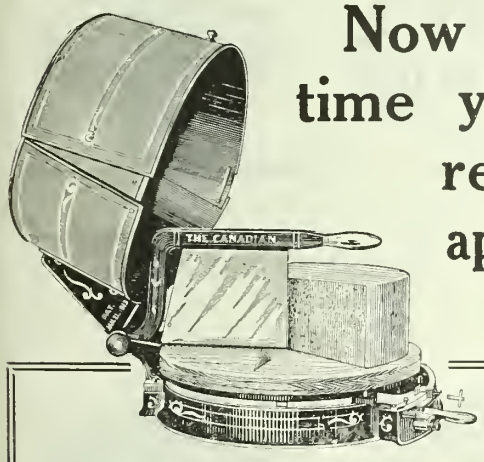

The CANADIAN Open

Now is the time you will really appreciate it.

If you have been wise and installed that "Canadian Cheese Cutter" on your counter you need not worry about possible loss of profit from slow service during a rush.

You can absolutely rely on its accuracy and quick-cutting qualities, which will enable you to satisfactorily handle any extra rush business.

"The Canadian" cuts clean and quick in 5c, 10c, 15c and 20c slices, or by weight in ¼, ½ and one pound cuts.

No up-to-date dealer can afford to be without the "Canadian." Only $18.00.

The Computing Cheese Cutter Co.

WINDSOR, ONT.

COSGRAVE'S PURE Malt Vinegar

It pays you best to sell branded, guaranteed goods. That's why you ought to sell COSGRAVE'S PURE MALT VINEGAR.

Attractively Labeled Bottles—2 Sizes

RETAIL PRICES:

Large Bottle 25c. Small Bottle 15c.

100% Pure *Well Advertised*

ASK YOUR JOBBER FOR IT

How to have year-round sales in your fish department

Canned sea foods of established quality will do it for you.

Or in other words a stock of Connors Bros.'

Brunswick Brand Sea Foods

will, because of their sterling good qualities and appetizing wholesomeness, find a welcome in the home throughout the entire year.

And a regular Brunswick Brand display will get this business for you. If you are short of any lines check them off on this list—then order.

¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies
(Oval and Round Tins)
Kippered Herring
Herring in Tomato Sauce
Clams

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Limited
Black's Harbor, N.B.

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Proprietors of

Turban BRAND BUSREH Dates

IN CARTONS. Cases each 60 nominal pounds

Turban COMPLETE Puddings

Whole Rice Custard
Barley Flake Custard
Sago Custard
Ground Rice Custard
Tapioca Custard
Semolina Custard

All ingredients in the packet. No Eggs, Sugar or Milk required. A quart of water and a packet of Turban gives a rich milky pudding for six persons. Cases each 6 dozen assorted.

OBAYO REAL SARDINES

The Élite of the Sea

Guaranteed real Sardines, carefully packed in pure oil. Of high grade quality and fine flavor. Attractive gold and blue labels.

Packed in following sizes, 22 m/m. ¼-club. Nominal 10 oz. 12 oz. and 18 oz. All with keys.

Special Quotations upon Application.

Made from the choicest Sea Bloaters

25% profit for you in selling

SCOTCH SNACK

No waste and we guarantee the sale.

Every bit of Scotch Snack is eatable and likeable. Not a particle of waste. Repeats are always assured. Packed in glass jars. Very attractive looking. We guarantee the sale.

ARGYLL BUTE, 637 St. Urbain St., MONTREAL

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Purity Flour because it is a favorite with the cook. Whenever customers try it they are well pleased and come back for more. They buy

PURITY FLOUR

(Government Standard)

because it is made from the best wheat, is uniform in quality and is a first-class flour for household use—a flour grocers recognize as a business builder.

Western Canada Flour Mills Co., Limited

Toronto, Winnipeg, Calgary, Brandon, Edmonton, Vancouver, New Westminster, Victoria, Nanaimo, Prince Rupert, Nelson Rossland, Goderich, Ottawa, Montreal, St. John

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The completion of the European war means economy and system for the foundation and reconstruction of your business if same is to be carried on successfully.

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Accounts handed to a charge customer at a moment's notice.

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Write for catalogue illustrating and describing same.

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Limited
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Champagne de Pomme

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It makes a delicious drink. Put up in pint bottles or splits. Recommend it to your customers. Pays a good profit. Easy to sell.

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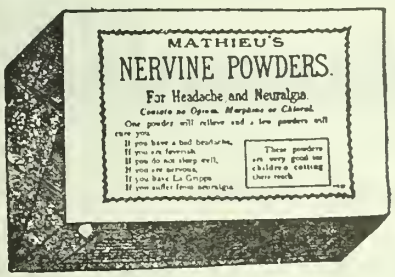

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where headache, neuralgia, and other nerve troubles are concerned they would never be without a packet or two in the house.

It's up to you to get them acquainted. And you'll find Mathieu's a good profit-maker.

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VOL-PEEK 15¢

Vol-Peek stops leaks in all kinds of kitchen utensils, such as Pots, Pans, Tinware, Graniteware, Copper, Aluminum, etc. Note the absence of tools. Can be applied by the finger. A feature that induces the housewife to purchase. Vol-Peek is being advertised all over Canada. Every home needs it. Our attractive display stands suggest sales on sight. Write for it to-day. Contains 24 packages, $2.25. 60% profit.

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First sales of King George's Navy are always the beginning of regular "repeats." The quality of this delicious chew, coupled with the aggressive consumer advertising consistently maintained keeps the dealer's stock moving rapidly.

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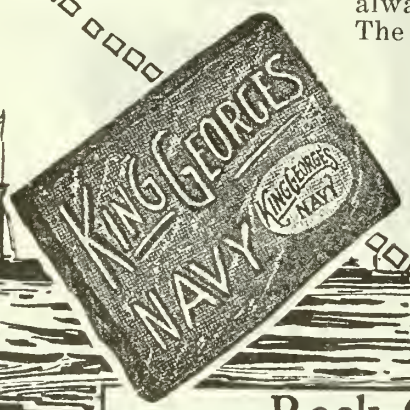

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Absolutely Pure

All the goodness of Rich, Juicy Oranges and Pure Granulated Sugar—nothing added.

Its delightful flavor and uniform high quality can always be depended upon.

Canadian housewives all over the country are finding new and delicious uses for Upton's Orange Marmalade.

Note—Our latest Recipe Book, "New Ways to Use Orange Marmalade," just off the press. Write for a supply for your customers.

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Maritime Provinces and Western Canada
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Package Soda, like

COW BRAND

has the guarantee of a responsible manufacturer

Don't have the housewife spoil good flour by the use of an inferior soda. Poor Flour can be improved by using a good reliable Baking Soda like Dwight's Cow Brand.

Analysis shows Cow Brand to be 99% Pure Soda

Church & Dwight, Ltd.
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"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vav top Glass Jars, 16 oz. glass, 2 doz. case. Per doz.

Blackberry	$3 35
Currant, Black	3 95
Pear	3 25
Peach	3 25
Plum	2 95
Raspberry, Red	3 95
Apricot	3 35
Cherry	3 45
Gooseberry	3 35

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	$2 30
12 oz. Glass, Screw Top, 2 doz. in case	2 55
16 oz. Glass, Screw Top, 2 doz. in case	3 25
16 oz., Glass, Tall, Vacuum, 2 doz. in case	3 25
2's Tin, 2 doz. per case	5 10
4's Tins, 12 pails in crate, per pail	0 82
5's Tin, 8 pails in crate, per pail	1 01
7's Tin or Wood, 6 pails in crate	1 42
30's Tin or Wood, one pail in crate, per lb.	0 20

PORK AND BEANS "DOMINION BRAND"

	Per doz.
Individual Pork and Beans, Plain, 75c, or with Sauce, 4 doz. to case	$0 85
1's Pork and Beans, Flat, Plain, 4 doz. to case	0 92½
1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case	0 95
1's Pork and Beans, Tall, Plain, 4 doz. to case	0 95
1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to the case	0 97½
1½'s (20 oz.) Plain, per doz.	1 25
Tomato or Chili Sauce	1 27½
2's Pork and Beans, Plain, 2 doz. to the case	1 50
2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case	1 52½
2½'s Tall, Plain, per doz.	2 00
Tomato or Chili Sauce	2 35

Family, Plain, $1.75 doz.; Family, Tomato Sauce, $1.95 doz.; Family, Chili Sauce, $1.95 doz. The above 2 doz. to the case.

CATSUPS—In Glass Bottles

	Per doz.
½ Pts., Aylmer Quality	$1 90
Pts., Aylmer Quality	2 35
	Per jug.
Gallon Jugs, Aylmer Quality	1 62½
	Per doz.
Pints, Delhi Epicure	2 70
½ Pints, Red Seal	1 45
Pints, Red Seal	1 90
Qts., Red Seal	2 45
Gallons, Red Seal	6 45

BORDEN MILK CO., LTD., CONDENSED MILK

Terms, net, 30 days.

Eagle Brand, each, 48 cans	$9 60
Reindeer Brand, each 48 cans	9 15
Silver Cow, each 48 cans	8 40
Gold Seal, Purity, each 48 cans	8 25
Mayflower Brand, each 48 cans	8 25
Challenge Clover Brand, each 48 cans	7 75

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	$6 65
Jersey Brand, Hotel, each 24 cans	6 65
Peerless Brand, Hotel, each 24 cans	6 65
St. Charles Brand, Tall, each 48 cans	6 75
Jersey Brand, Tall, each 48 cans	6 75
Peerless Brand, Tall, each 48 cans	6 75
St. Charles Brand, Family, each 48 cans	5 75
Jersey Brand, Family, each 48 cans	5 75
Peerless Brand, Family, each 48 cans	5 75
St. Charles Brand, small, each 48 cans	2 90
Jersey Brand, small, each 48 cans	2 90
Peerless Brand, small, each 48 cans	2 90

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	$6 25
Reindeer Brand, small, each 48 cans	6 50
Regal Brand, each 24 cans	5 90
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. CLARK, LIMITED MONTREAL

Compressed Corn Beef—½s, $2.90; 1s, $4.90; 2s, $9.35; 6s, $34.75.
Lunch Ham—1s, $6.95; 2s, $13.85.
Ready Lunch Beef—1s, $4.90; 2s, $9.
English Brawn — ½s, $2.85; 1s, $4.45; 2s, $8.95.
Boneless Pig's Feet—½s, $2.85; 1s, $4.45; 2s, $8.95.
Ready Lunch Veal Loaf—½s, $2.40; 1s, $4.40.
Ready Lunch Beef-Ham Loaf—½s, $2.40; 1s, $4.40.
Ready Lunch Beef Loaf—½s, $2.40; 1s, $4.40.
Ready Lunch Asst. Loaves—½s, $2.45; 1s, $4.45.
Geneva Sausage—1s, $4.35; 2s, $8.75
Roast Beef—½s, $2.90; 1s, $4.85; 2s, $9.45; 6s, $34.75.
Roast Mutton—1s. $6.95; 2s, $11.95; square cans, $45.00.
Boiled Mutton—1s, $6.35; 2s, $11.95; 6s, $45.00.
Jellied Veal—½s, $3.25; 1s, $4.95; 2s, $9.25.
Cooked Tripe—1s, $2.85; 2s, $4.90.
Stewed Ox Tail—1s, $2.25; 2s, $4.45.
Stewed Kidney—1s, $4.40; 2s, $8.45.
Mince Collops—½s, $1.90; 1s, $3.75; 2s, $6.75.
Sausage Meat—1s, $3.85; 2s, $7.90.
Corn Beef Hash—½s, $1.90; 1s, $3.90; 2s, $5.75.
Beef Steak and Onions—½s, $2.90; 1s, $4.80; 2s, $8.85.
Jellied Hocks—2s, $9.45; 6s, $30.00.
Irish Stew—1s, $2.90; 2s, $5.80.
Cambridge Sausage—1s, $4.45; 2s, $8.75.
Boneless Chicken—½s, $5.95; 1s. $9.95.
Boneless Turkey — ½s, $5.90; 1s, $9.00.
Ox Tongue—½s, $4.95; 1s, $12.00; 1½s, $18.50; 2s, $23.95; 3½s, $44.00; 6s, $60.00.
Lunch Tongue—½s, $4.90; 1s, $10.45.
Mince Meat (Tins)—1s, $2.90; 2s. $4.00; 5s, $12.90.

What Dreams are Made of

There may be horrid dreams following big "helps" of mince pie or plum pudding, but only lovely ones come after a dinner where Jell-O is the dessert.

This isn't "foolishness," but good, sound sense, for

JELL-O

is as wholesome as it is good to eat and beautiful. There are six flavors of Jell-O---all pure fruit flavors.

The Genesee Pure Food Company of Canada, Limited
Bridgeburg, Ont.

Made in Canada

THE MOST DELICIOUS CATSUP

Which will not spoil as made from

PARKE'S Catsup Flavor and Preserver

A concentrated extract of spices which produces a natural bright, red color catsup that will keep for all time.
NO ADDITIONAL SPICES ARE REQUIRED.
RETAIL PRICE, 25c PER BOTTLE.
One bottle is enough for a bushel of tomatoes.
WHOLESALE PRICE, $2.25 PER DOZ. $27 PER GROSS.

Parke & Parke, Ltd. Macnab St. and Market Sq. HAMILTON, ONT.

The next time you want a clerk, be sure to advertise in the "Wanted" Page of CANADIAN GROCER. You will receive inquiries from the livest clerks in the Canadian grocery trade, because reading CANADIAN GROCER is a test of the clerk's interest in his business.

HOLBROOKS

Imported WORCESTERSHIRE SAUCE

Made and Bottled in England

The first taste of Holbrooks convinces the user that here, indeed, is a Sauce that is "different" — a sauce with a piquancy and a zest to tickle the taste of the connoisseur.

A display of Holbrooks, backed by a little selling effort, will put dollars in your cash drawer.

Try It.

Holbrooks, Ltd.

Toronto and Vancouver

The Demand Is There

When your customers order thirst-quenchers and find you do not stock them—a sale is lost. Take advantage of this demand by laying in a stock now and recommending

O'Keefe's

GINGER ALE

O'Keefe's is well and favorably known. Quality backed by liberal publicity makes it an easy proposition to sell. Besides—O'Keefe's Beverages bear a liberal margin of profit and are repeaters.

It will pay you to enquire about the O.K. Brands:

Special Pale Dry Ginger Ale, Belfast Ginger Ale, Sarsaparilla, Cola, Lemonade, etc.

O'Keefe's, Toronto

Phone Main 4202

What's Wanted

Almost every week you want something which you could quite easily secure by consulting with your fellow Grocers.

Perhaps you need a clerk. The best of them read Canadian Grocer and watch the "Wanted" page for new opportunities.

Possibly you want to buy or sell a grocery business. Canadian Grocer's subscribers are the best prospects in Canada. Talk to them through our columns with a want ad.

Or do you want to sell or exchange some surplus stock? Here again the Want Advertisement can help you.

Cost: 2 cents per word for first insertion; 1 cent per word for subsequent insertions of the same ad. Box Number 5 cents extra.

Mince Meat (Bulk)—5s, 17c; 10s, 16c; 25s, 15; 50s, $15.
Chateau Brand Pork and Beans, with Tomato Sauce—Ind., $1.05; 1s, $1.65; 2s, $2.35; 3s, $3.50. With Plain Sauce—Ind., 95c; 1s, $1.60; 2s, $2.30; 3s, $3.30.
Chateau Brand Concentrated Soups—Celery, $1.45; Consomme, $1.45; Green Peas, $1.45; Julienne, $1.45; Mutton Broth, $1.45; Ox Tail, $1.45; Pea, $1.45; Scotch Broth, $1.45; Chicken, $1.60; Mock Turtle, $1.45; Tomato, $1.50; Vermicelli Tomato, $1.50; Soups and Bouilli, 6s, $15.
Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 85c; 1s, $1.00; 1½s, $1.45; 2s, $1.90; 3s, talls, $2.50; 6s, $8; 12s, $16. Plain Sauce, Pink Label—Ind., 85c; 1s, $1.00; 1½s, $1.45; 2s, $1.90; 3s (talls), $2.50; 6s, $8; 12s, $12.
Chili Sauce (red and gold label)—Ind., 85c; 1s, $1.00; 1½s, $1.45; 2s, $1.90.
Vegetarian Baked Beans and Tomato Sauce—2s, $1.90.
Sliced Smoked Beef—½s, $2.45; 1s, $3.45; 4s, $24.
Canadian Boiled Dinner—1s, $2.35; 2s, $4.95.
Army Rations—Beef and Vegetables, 1s, $2.25; 2s, $4.95.
Spaghetti with Tomato Sauce with Cheese—½s, $1.35; 1s, $1.85; 3s, $3.25.
Tongue, Ham and Veal Pates—½s, $2.30.
Ham and Veal Pates—½s, $2.30.
Smoked Vienna Style Sausage—½s, $2.45.
Pate De Foie—¼s, 75c; ½s, $1.40.
Plum Pudding—½s, $1.95; 1s, $3.85.
Potted Beef Ham—¼s, 75c; ½s, $1.40. Beef—¼s, 75c; ½s, $1.40.
Potted Tongue—¼s, 75c; ½s, $1.40.
Potted Game (Venison)—¼s, 75c; ½s, $1.40.
Potted Veal—¼s, 75c; ½s, $1.40.
Potted Meats (Assorted)—¼s, 80c; ½s, $1.45.
Devilled Beef Ham—¼s, 75c; ½s, $1.40. Beef—¼s, 75c; ½s, $1.40.
Devilled Tongue — ¼s, 75c; ½s, $1.40. Veal—¼s, 75c; ½s, $1.40.
Devilled Meats (Assorted) — ¼s, 80c; ½s, $1.45.

In Glass Goods

Fluid Beef Cordial—20 oz. bottles, $10; 10 oz., $5.
Ox Tongue — 1½s, $20.00; 2s, $24.95.
Lunch Tongue (in glass)—1s, $11.95.
Sliced Smoked Beef (in glass)—¼s, $1.80; ½s, $2.80; 1s, $3.90.
Mincemeat (in glass)—1s, $3.25.
Potted Chicken (in glass)—¼s, $2.90.
Ham (in glass)—¼s, $2.90.
Tongue (in glass)—¼s, $2.90.
Venison (in glass)—¼s, $2.90.
Meats, Assorted (in glass)—$2.90.
Chicken Breast (in glass) — ½s, $8.90.
Tomato Ketchup—8s, $2.20; 12s, $2.75; 16s, $3.40.
Chili Sauce—10 oz., $3.25.
Spaghetti with Tomato Sauce—½s, $1.35; 1s, $1.90; 3s, $3.25.
Peanut Butter — ¼s, $1.85; ½s, $1.85; 1s, $2.25; in pails, 5s, 26c; 12s, 24c; 24s, 23c; 50s, 23c.

COLMAN'S OR KEEN'S MUSTARD

	Per doz. tins
D.S.F., ¼-lb.	$2 80
D.S.F., ½-lb.	5 30
D.S.F., 1-lb.	10 40
F.D., ¼-lb.	
	Per jar
Durham, 1-lb. jar, each	$0 60
Durham, 4-lb. jar, each	2 25

CANADIAN MILK PRODUCTS, LIMITED,

Toronto and Montreal

KLIM

Hotel	$18 50
Household size	8 25
Small size	5 75

F.o.b. Ontario jobbing points, east of and including Fort William. Freight allowance not to exceed 50c per 100 lbs., to other points, on b-case lots or more.

THE CANADA STARCH CO., LTD.

Manufacturers of the Edwardsburg Brands Starches

Laundry Starches— Boxes	Cents
40 lbs., Canada Laundry	0.10
40 lbs., 1-lb. pkg., Canada White or Acme Gloss	0.10½
4 8lbs., No. 1 White or Blue Starch, 3-lb. cartons	0.11
100-lb. kegs, No. 1 white	0.10½
200-lb. bbls., No. 1 white	0.10½
30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs.	0.12
48 lbs., Silver Gloss, in 6-lb. tin canisters	0.13½
36 lbs. Silver Gloss, in 6-lb. draw lid boxes	0.13½
100 lbs., kegs, Silver Gloss, large crystals	0.11½
40 lbs., Benson's Enamel, (cold water), per case	3.25
Celluloid, 45 cartons, case	4.50
Culinary Starch	
40 lbs. W T Benson & Co.'s Celebrated Prepared	0.11¾
40 lbs. Canada Pure or Challenge Corn	0.10¼
20-lb. Casco Refined Potato Flour, 1-lb. pkgs.	0.16½

(20-lb. boxes, ¼c higher, except potato flour)

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz. 1 50
Knox Plain Sparkling Gelatine (makes 4 pints), per doz. $2 00
Knox Acidulated Gelatine (Lemon Flavor), makes 4 pints, per doz. 2 10

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP

Perfect Seal Jars, 3 lbs. 1 doz. in case	$4.00
2-lb. tins, 2 doz. in case	5.15
5-lb. tins, 1 doz. in case	5.75
10-lb. tins, 1 doz. in case	5.45
20-lb. tins, ¼ doz. in case	5.40

(Prices in Maritime Provinces 10c per case higher)

Barrels, about 700 lbs.	$0 07¾
Half bbls., about 350 lbs.	0.08
¼ bbls., about 175 lbs.	0 08¼
2-gal. wooden pails, 25 lbs.	2 45
3-gal. wooden pails, 38½ lbs.	3 65
5-gal. wooden pails, 65 lbs.	5 90

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	0 95
5-lb. tins, 1 doz. in case	6 55
10-lb. tins, ½ doz. in case	6 25
20-lb. tins, ¼ doz. in case	6 20

(5, 10, and 20-lb. tins have wire handles)

MOZOLA COOKING OIL

	Toronto	Montreal
Pints, 2 doz., case	12 00	12 00
Quarts, 1 doz., case	11 50	
Gallons, ½ doz., case	20 25	
Fives, case	30 00	

INFANTS' FOOD MAGOR, SON & CO., LTD.

	Doz.
Robinson's Patent Barley— 1 lb.	$4 00
½ lb.	2 00
Robinson's Patent Groats— 1 lb.	4 00
½ lb.	2 00

NUGGET POLISHES

	Doz.
Polish, Black, Tan, Toney Red and Dark Brown	$1 15
Card Outfits, Black and Tan	4 15
Metal Outfits, Black and Tan	4 85
Creams, Black and Tan	1 25
White Cleaner	1 25

IMPERIAL TOBACCO CO. OF CANADA, LIMITED EMPIRE BRANCH

Black Watch, 10s, lb.	$1 20
Bobs, 12s	1 00
Currency, 12s	1 00
Stag Bar, 9s, boxes, 6 lbs.	1 08
Pay Roll, thick bars	1 25
Pay Roll, plugs, 10s, 6-lb. ¼ caddies	1 25
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs	1 08
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes	1 12
Forest and Stream, tins, 9s, 2-lb. cartons	1 14

Canned Fruits

Supplies of all kinds of Canned Fruits are almost exhausted. The incessant European demand has cleared this continent of nearly everything in the way of fruits. The prices in consequence have reached unheard of figures and what little stock is left will go out easily at the prices now asked.

We have a limited quantity which we offer subject to unsold.

Monarch Green Gages H.S.	**2s**	**2.75**
Monarch Lombard Plums H.S	**2s**	**2.35**
Monarch Red Raspberries H.S.	**2s**	**4.25**
Aylmer Red Raspberries H.S.	**20 oz.**	**3.25**
Commander Pears L.S.	**2s**	**2.75**
Ibex extra choice Apricots	**2½**	**4.50**

SEND US AN ORDER

H. P. ECKARDT & CO

WHOLESALE GROCERS

CHURCH STREET & ESPLANADE TORONTO

Ask Your Jobber for

"STAR" BRAND COTTON WRAPPING TWINE

"Manufactured in Canada"

CATCH THE FLY

By using our

National Fly Catcher

Clean Sanitary Easy to use

Made in Canada by the

National Fly Catcher Co., Ltd.

Order from your Wholesaler

1598 Delorimier Ave. Montreal

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

Island Lead Mills, Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE
A.B.C. Codes used, 4th & 5th Editions. LONDON, E., England.

Canadian Agents: HUGH LAMBE & CO., TORONTO
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CECIL T. GORDON, MONTREAL

OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of Emery Cloth, Black Lead, Glass Paper, &c.

LONDON, S.E., ENGLAND

AGENT:

Geo. B. Jenkinson, 78 Wellington Street North, Hamilton, Ontario.

Forest and Stream, ¼s, ½s, and 1-lb. tins	1 50
Forest and Stream, 1-lb. glass humidors	1 75
Master Workman, bars, 7s, 3½ lbs.	1 20
Derby, 9s, 4-lb. boxes	1 08
Old Virginia, 12s	1 50
Old Kentucky (bars), 8s, boxes, 5 lbs.	1 25

WM. H. DUNN, LTD., Montreal

BABBITTS

Soap Powder, case 100 pkgs..	$5 65
Cleanser, case 50 pkgs.	3 10
Cleanser (Kosher), cs. 50 pkgs.	3 10
Pure Lye, case of 4 doz.	5 95

JELL-O

Made in Canada

Assorted case, contains 4 doz.	$5 40
Lemons, 2 doz.	2 70
Orange, 2 doz.	2 70
Raspberry, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Chocolate, 2 doz.	2 70
Cherry, 2 doz.	2 70
Vanilla, 2 doz.	2 70
Weight, 8 lbs. to case. Freight rate second class	

JELL-O ICE CREAM POWDERS

Made in Canada

Assorted case, contains 2 doz.	$2 70
Chocolate, 2 doz.	2 70
Vanilla, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Unflavored, 2 doz.	2 70
Weight, 11 lbs. to case. Freight rate second class	

BLUE

Keen's Oxford, per lb.	$0 24
In cases 12-12 lb. boxes to case	0 25

COCOA AND CHOCOLATE

THE COWAN CO., LTD.
Stirling Road, Toronto, Ont.

Cocoa

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.	$4 60
Perfection, ½-lb. tins, doz.	2 45
Perfection, ¼-lb. tins, doz.	1 35
Perfection, 10c size, doz.	0 95
Perfection, 5-lb. tins, per lb.	0 37
Supreme Breakfast Cocoa, ½-lb. jars, 1 and 2 doz. in box, doz.	2 75
Soluble Cocoa Mixture (Sweetened) 5 and 10-lb. tins, per lb.	0 24

(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. boxes, per lb.	0 36
Supreme Chocolate, 10c size, 2 doz. in box, per box	1 80
Perfection Chocolate, 10c size, 2 doz. in box, per box	1 80

SWEET CHOCOLATE—	Per lb.
Eagle Chocolate, ¼s, 6-lb. boxes	0 32
Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case	0 31
Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs., in case	0 32
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 33
Diamond Crown Chocolate, 28 cakes in box	1 10

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	$0 42
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Milk Croquettes, 5-lb. boxes, 30 boxes in case, per lb.	0 42
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb.	0 38
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb.	0 38
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 38
No. 1 Vanilla Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 38
No. 2 Vanilla Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 35
No. 1 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 38
No. 2 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 35
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 55
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 55

NUT MILK CHOCOLATE, ETC.

Nut Milk Chocolate, ½s, 4-lb. box, 35 boxes in case, per lb.	0 41
Nut Milk Chocolate, ¼s, 4-lb. box, 35 boxes in case, per lb.	0 43
Nut Milk Chocolate, lbs. 6-lb. box, 5 div. to cake, per lb.	0 38
Nut Milk Chocolate, 5-cent squares, 20 squares to cake, packed 3 cakes to box, per box	$2 25
Fruit and Nut Milk Chocolate 2-lb. cakes, each 20 div., 3 cakes to box, 35 boxes to case, per box	2 25

MISCELLANEOUS

Maple Buds, fancy, nearly 1 lb., ½ doz. in box, per doz.	$5 25
Maple Buds, fancy, ½ lb., 1 doz. in box, per doz	2 60
Assorted Chocolate, 1 lb., ½ doz. in box, per doz.	5 25
Assorted Chocolate, ½ lb., 1 doz. in box, per doz.	2 60
Chocolate Ginger, ½ lb., 1 doz. in box, per doz.	2 60
Crystallized Ginger, ½ lb., 1 doz. in box, per doz.	2 60
Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per lb.	0 41
Triumph Chocolate, ¼'s, 4-lb. boxes, 35 boxes in case, per box	0 43
Triumph Chocolate, ½-lb. cakes, 4 lb., 35 boxes in case, per lb.	0 41
Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross	1 15
120—1c. Milk Chocolate Sticks, 60 boxes in case	0 80

5c LINES

	Toronto Prices Per box
Filbert Nut Bars, 24 in box, 60 boxes in case	$0 95
Almond Nut Bars, 24 in box, 50 boxes in case	0 95
Puffed Rice Bars, 24 in box, 50 boxes in case	0 95
Ginger Bars, 24 in box, 50 boxes in case	0 95
Fruit Bars, 24 in box, 50 boxes in case	0 95
Active Service Bars, 24 in box, 50 boxes in case	0 95
Victory Bar, 24 in box, 60 boxes in case	0 95
Queen's Dessert Bar, 24 in box, 50 boxes in case	0 95
Regal Milk Chocolate Bar, 24 in box, 50 boxes in case	0 95
Royal Milk Cakes, 24 in box, 50 boxes in case	0 95
Cream Bars, 24 in box, 50 boxes in case, per box	1 00
Maple Buds, 6c display boxes, 6c pyramid packages, 6c glassine envelopes, 4 doz. in box	1 90

10c LINES

Maple Buds, 10c, 1 doz. in box, 50 boxes in case, per doz.	$0 95
Medallions, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95

Bartlett Pears

This Delicious Fruit is now coming freely in Car Lots.—Orders for large or small lots solicited.

—Also—

Cantaloupes
Elberta Peaches
Plums

Oranges, Lemons and Bananas

As well as all the different Local Fruits

White & Co., Ltd.

Toronto

The Quality House

CANTELOUPES

Now receiving cars of the finest netted melons grown in California.

Prices are low, making these about the cheapest fruit now on the market. Order to-day—

STANDARD—PONIES—FLATS
CALIFORNIA FRUITS
PEACHES—PLUMS—APRICOTS
WATERMELONS—NEW POTATOES
TOMATOES—CABBAGE
ORANGES—GRAPEFRUIT
LEMONS
BANANAS A SPECIALTY

The House of Quality

HUGH WALKER & SON

GUELPH Established 1861 **ONTARIO**

Custard that Compels Custom

It is the fresh, delicate, creamy "home-made" flavour of Freemans Devonshire Custard that has made it so popular in the British Isles.

Oversea Troops from the Dominion who have returned home are bringing with them many links with the Old Country, one of which is a desire to taste again its delicate and unrivalled purity.

It will pay you well to display

FREEMANS DEVONSHIRE CUSTARD

in your store—it is such a ready seller and a very profitable line to stock, also it will enable you to push your canned and bottled fruits to great advantage.

Freeman's Devonshire Custard owes its unrivalled purity and flavour to the ideal conditions of cleanliness under which it is manufactured.

Write for trade terms and particulars to the
WATFORD MFG., Co., Ltd.
Delectaland Watford,
England

Freemans FOOD PRODUCTS Watford

Brooms

We are pleased to advise the trade that we can now supply our

Standard Brooms

Prompt Shipment

and will be glad to book your order.

Prices ***right.*** ***Quality*** as usual.

Walter Woods & Co.

Hamilton and Winnipeg

EVERY DOG OWNER
throughout the World
Knows
SPRATT'S
DOG CAKES
and
PUPPY BISCUITS

Will you cater for those in your town?

Ask your jobber for them or write for samples and prices to

SPRATT'S PATENT LIMITED
Congress Street, NEWARK, New Jersey, U.S.A.
or
24-25 Fenchurch Street, London, England

FINEST CRYSTAL GELATINES
Powdered and Sheet
FINE LEAF GELATINE
British Manufacture

GELATINE

OURY, MILLAR & CO.
9 Mincing Lane, London, E.C., Eng.

SOLE AGENTS FOR CANADA

F. S. Jarvis & Co.
18 TORONTO ST., - TORONTO

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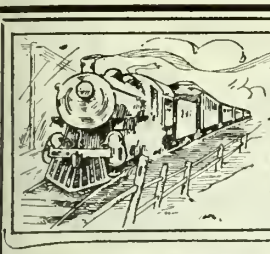

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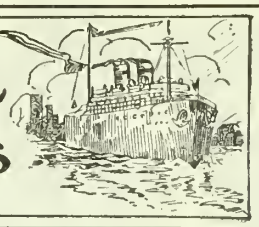
Latest Editorial Market News



STONEWARE

Buy Now—Butter Crocks, Jugs, Churns, Flower Pots, etc. Ask for latest catalogue.

The Toronto Pottery Co.
Limited
Dominion Bank Bldg.
TORONTO

We are now located in our new and more spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFT

WHITE-COTTELL'S

Best English Malt Vinegar

QUALITY VINEGAR

White, Cottell & Co., Camberwell, London, Eng.

Agents:

W. T. COLCLOUGH, 53 Silver Birch Ave., Toronto Beach 2170

J. E. TURTON, Board of Trade Building, Montreal

The LV PICKLE

Manufactured by

GILLARD & CO., LIMITED

London, England

An English Delicacy of High Repute

Magor, Son & Co., Ltd., 403 St. Paul St., (Place Royale), Montreal.

Order from your jobber to-day.

"SOCLEAN"

the dustless sweeping compound

SOCLEAN, LIMITED

Manufacturers TORONTO, Ontario

BEANS

Handpicked or Screened in car lots

Ask for quotations

Geo. T. Mickle, Ridgetown, Ont.

LONDON GROCERS TO HOLD PICNIC

The London, Ont., grocers are holding their annual picnic at Port Stanley on Wednesday, July 30. This picnic has always been one of the feature picnics of the year, and with the arrangements that are being made this year it promises to outshine the events of other years.

HAMILTON GROCERS' PICNIC AT WASAGO BEACH

The grocers of Hamilton held their annual picnic at Wasago Beach on Wednesday of this week. A full report of this picnic will appear in next week's issue.

COCOANUT

For immediate or future deliveries.

E. B. THOMPSON

20 Front Street East, Toronto

---

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS.

The TRENT MFG. CO., Ltd.

TRENTON - - ONTARIO

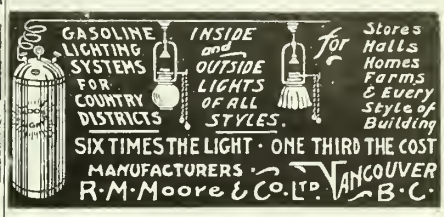
Now is the time to see us regarding Salted Lake Herring in pails, tubs or half-barrels. Write us at once. Herring any quantity our specialty.

BOWMAN FISH CO.
66 Jarvis Street.
Toronto

COUNTRY MERCHANTS

Ship your Eggs, Butter and Poultry to us.
Top market prices. Cash payment. Write or phone.

C. A. MANN & CO.
LONDON, ONT.
Phone 1577


GASOLINE LIGHTING SYSTEMS FOR COUNTRY DISTRICTS
INSIDE and OUTSIDE LIGHTS OF ALL STYLES.
For Stores Halls Homes Farms & Every Style of Building
SIX TIMES THE LIGHT · ONE THIRD THE COST
MANUFACTURERS
R·M·Moore & Co. Ltd.
VANCOUVER B·C·

DIRECT RICE IMPORTER

Thoroughly posted on Primary markets.

STEPHEN LOWRIE

25 Powell St., VANCOUVER, B.C.,

The SARNIA PAPER BOX CO., Ltd.

SARNIA, ONT.

Manufacturers of:
Ice Cream Cartons, Parafined.
Butter Cartons, Parafined.
Egg Cartons; Special Egg Fillers.
Folding Candy Boxes; also handy Parafine boxes for bulk Pickles, Mince Meat, etc.

These one-inch spaces only $1.60 per insertion if used each issue in the year.

Wanted

Classified Advertising

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where copies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

POSITIONS WANTED

YOUNG MARRIED MAN WITH A THOROUGH knowledge of the grocery business, capable of managing and buying, can also trim windows, desires a position in a good grocery business where an advancement can be obtained. Box 688, Canadian Grocer, University Avenue, Toronto.

WANTED

WANTED—PARTNERSHIP, OR WOULD BUY a small business. September next. Capital to invest, $1,500. Advertiser has had long experience in grocery and general store business. Good references given and required. Apply Box 692, Canadian Grocer, 143 University Ave., Toronto, Ont.

BRITISH IMPORTER WANTS CANADIAN manufacturers of chocolate and all canners of fruit, fish, etc., in fact any live grocery lines, who on large cash orders will give sole British agency for their goods to send me quick particulars of their product or products. Maybe this may interest you. Write Mr. H. L. L. Dalton, "Roturna," College Road, Moseley, Birmingham, England.

TO MANUFACTURERS—OVERSEAS TRADE. T. B. Roe personally waits upon the best Grocers in Lancashire and Yorkshire districts, England. He has a first-class connection with wholesale and retail houses and has permission from the English firm he represents to sell other goods on commission. T. B. Roe, 29 West Street, Scarborough, England.

WANTED
JUTE
SUGAR BAGS
AND COTTON LINERS
E·PULLAN
TORONTO

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Canadian Grocer, and let it assist you in filling your needs.

Baker's Cocoa and Chocolate

REGISTERED TRADE-MARK

MAKE AND KEEP GOOD CUSTOMERS

They are most reliable goods sold with a positive guarantee of purity and superior quality; put up in conformity with the Pure Food laws; are readily sold, giving a quick turnover of stock.

MADE IN CANADA

WALTER BAKER & CO. Limited
Montreal, Can. Dorchester, Mass.
Established 1780

FOR SALE

A DRY GOODS AND GROCERY BUSINESS IN Sault Ste. Marie. Well located, corner store, did nearly $60,000 of a turn over last year. Sales higher this year so far. Poor health the reason for selling. For particulars apply 314 Wellington St., Sault Ste. Marie, Ont.

FARM AND STORE FOR SALE—GOOD LOCATION, twelve miles west of Cochrane. For information write Glen Lovell, Hunta, Ont.

FOR SALE—GROCERY BUSINESS AND PROproperty, Danforth district. Solid brick, extra bright corner store, 3 comfortable apartments, hot water heating, also garage. First-class residential district. Weekly turnover about six hundred and fifty, and steadily increasing. Wheel delivery. No orders solicited. Cash required on property four thousand, and for stock and fixtures about twenty-five hundred. Move quick if you want a good one. For particulars, Box 694, Canadian Grocer, 143 University Ave., Toronto.

SASKATCHEWAN—ESTABLISHED GENERAL business with post office and telephone; stock approximately five thousand, fixtures approximately one thousand, property thirty-two hundred; well settled, Canadian and American settlers farming on a large scale; splendid opportunity if you can put up between four and five thousand; terms on balance to responsible parties; must be sold at once; owner in poor health and wishes to retire. Box No. 676, Canadian Grocer, University Avenue, Toronto.

TRANSLATIONS

ENGLISH INTO FRENCH — COMMERCIAL, Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. **Private correspondence. Manufacturers** and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault, P.O. Box 135, Station B, Montreal.

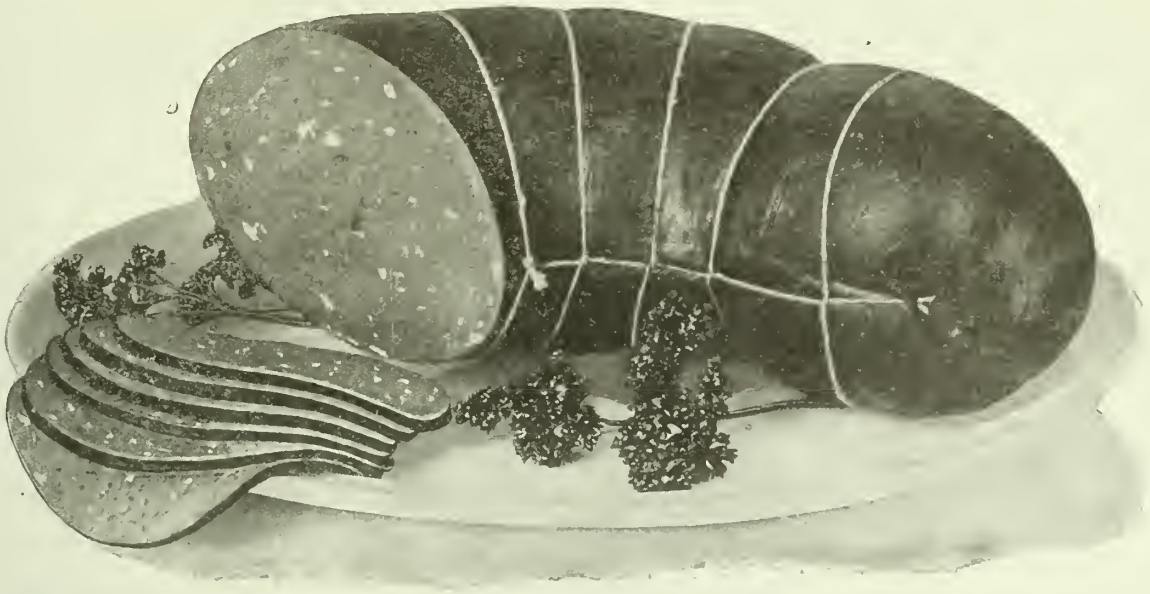
COLLECTIONS

By a competent organization which is wide awake to the necessity of having these leakages stopped.

We can handle this proposition in a proper business like manner and guarantee satisfaction to all concerned.

Nagle Mercantile Agency
Westmount, Montreal, Que.

EVERYWHERE
NO COLLECTION
NO CHARGE
EFFICIENT
RELIABLE



This will appeal to your trade these warm Summer Days.

DAVIES Quality Thick Bologna makes a tasty and inexpensive lunch—is fine for sandwiches—is easily served and represents a hundred per cent. food value.

Dealers find it a sure and steady seller. It's a **wasteless** food product—can be sliced from end to end on the cutting board and nothing has to be thrown away. Your customers will like it not only because it sells at so reasonable a price, but because it makes a really **delicious** luncheon dish.

Now is the best time to feature this quick selling product. It will bring you good business and steady repeat orders.

Order Today

THE WILLIAM DAVIES COMPANY LIMITED
TORONTO

Order Today

Montreal **Hamilton**

The Big Thing in the Store

The easiest idea in the world that the boss has to "sell" to his clerks is the use of the Dayton Automatic Scale. The biggest hit he can make with his customers is to put them in—and enough of them.

It's the up-to-date "square deal" store that gets the business. Nothing stands firmer for the square deal than the Dayton Automatic Scale. Square to the owner. Square to the customer. Stopping the ruinous down weights. Satisfying the customer because it is visibly just.

Dayton Computing Scales

Made in Canada--"If it's a Dayton, It's Right"

Makes calculations of fractional weights and values for you instantly and absolutely correct. The longest lasting and most sensitive commercial scale in the world. Our sales this year show an increase of 70% over same period last year—our deliveries have increased over 200%. Shows that hundreds of successful merchants are buying them. How about you?

We have a Time Recorder for Retail Stores—thousands are in use. It tells you the exact time of the coming and going of each employee, and the exact time of the opening and closing of your business. Many a customer has been lost because your store wasn't opened on time.

Dayton Computing Scales

Royce and Campbell Avenues, Toronto

FRANK E. MUTTON, Vice-Pres. and Gen. Mgr. Also at Montreal, Winnipeg, Vancouver

CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIII PUBLICATION OFFICE: TORONTO, JULY 25, 1919 No. 30

Baines

CANADA'S TRADE MARK BEST

We manufacture products that should be in every Jobbing House in the Dominion

BAINES LILY WHITE CHOCOLATES---
20 Varieties

CHOCOLATE CREAM BARS
NUT MILK BARS
CHOCOLATE CREAM CAKES
MAPLE BUTTER, CHOCOLATE BUTTER
PEANUT BUTTER
ENGLISH HARD BOILED CANDIES

SUPERIOR TABLE SYRUP
CANADA'S BEST MAPLE SYRUP
FRENCH CREAMS

In our lines PURITY and QUALITY are combined

Baines Limited - Montreal

Western Representative:
A. W. BARNUM - Winnipeg and Vancouver

By Appointment to H.M. King George V.

From War to Peace

The war restrictions on the shipment of Biscuits having been removed,

Huntley & Palmers Biscuits

are once again being sent to all parts of the world. They are of the same standard of

Unrivalled Quality

as in the past, and to prevent disappointment, the public should place their orders at once with their usual suppliers.

HUNTLEY & PALMERS LTD.
Biscuit Manufacturers
READING & LONDON
ENGLAND

CANADIAN GROCER, published every Friday. Yearly subscription price $3.00. Entered as second-class matter at Post Office, Ottawa, and as second-class matter, July 5, 1912, at the Post Office at Buffalo, under the Act of March 3rd, 1879.

Borden's

What does Borden Popularity mean to you?

It means dollars and cents to progressive grocers in every town in Canada who have linked up with the Borden publicity campaigns which are constantly being carried on through the medium of Canadian newspapers and magazines.

Get your share of these profit-building sales by putting the Borden lines on display prominently, by suggesting their use, by featuring them in your windows. The good profit they afford will make it well worth your while, and Borden quality and utility will take good care of repeat orders for you.

Borden Milk Co., Limited

MONTREAL VANCOUVER

Leaders of Quality

Economy of Service

Of course your service should be economical for you—but also for your customer.

Riteshapes are economical in the store and also in the home.

No parchment or waxed paper lining is necessary, when you use a **Riteshape**.

It takes less paper to wrap a **Riteshape**. The dish is strong enough to carry and protect the food so that you can use lighter paper.

Tuck in the paper under the ends of the dish. You can omit the string entirely and make a perfect package.

Your customer puts the **Riteshape** and its contents right into the ice box or pantry. It constitutes a permanent storage retainer until the food is all used.

When the housewife takes the food out of the **Riteshape** she can get out all you put into it.

There is no wasted food which stuck to the dish or soaked into it.

The ONLY COMPLETE LINE ½ to 10 LBS.

Victoria Paper & Twine Co., Limited

Wholesale Distributors : : 439 Wellington St. West, Toronto

Branches: Montreal, Halifax.

CLARK'S
PORK AND BEANS

We need scarcely remind you, Mr. Grocer, that quick turnover is one of the most potent elements of business success.

THE CLARK PRODUCTS

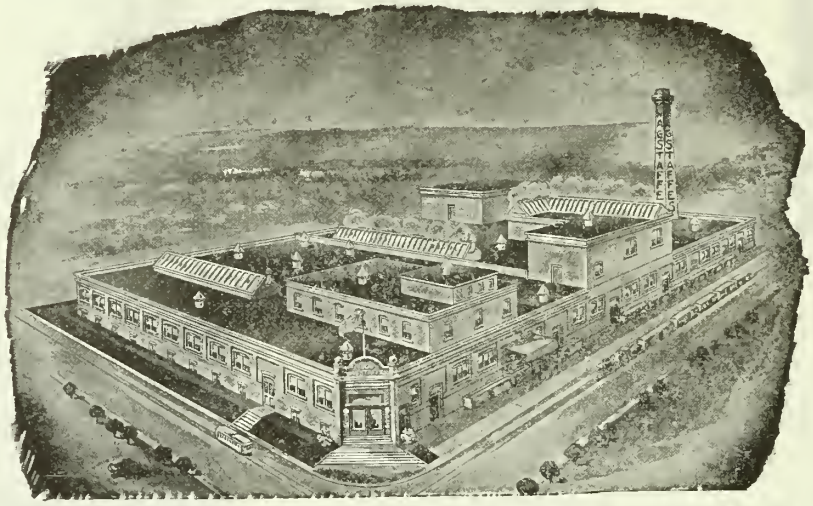
Will turn over your money much more rapidly than any other similar line and will therefore give you a much better return, plus

Satisfied Customers

W. Clark, Limited **Montreal**

Clark's

Prepared in Copper Kettles Boiled in Silver Pans



Packed in Gold Lined Pails and Glass Jars

THE MOST MODERN AND UP-TO-DATE FRUIT PRESERVING FACTORY IN CANADA

WAGSTAFFE'S

NEW SEASON'S 1919

RASPBERRY JAM

Now Ready for Delivery

Order from Your Wholesale Grocer

WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON CANADA

"Every week with the E.B.Eddy Company of Hull, Canada"

A Huge pile of pulp-wood at the Eddy Plant

Story for Week Dated July 25, 1919 **Being No. 44 in the Series**

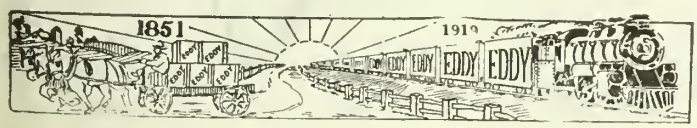
Making E. B. Eddy Company Indurated Ware Products

TO find Eddy Company indurated ware in its first manufactured form at the plant you would have to visit the pulp mills which you have already read about. Here in the form of mechanical pulp and sulphite pulp the substance of the indurated ware exists, awaiting the hot ordeals by which it will become pails and tubs, and buckets and fibre washboards, etc.

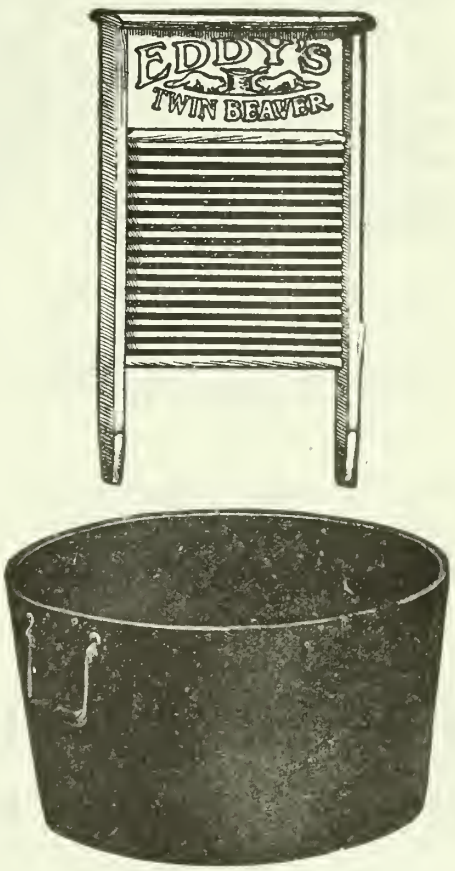
The pulp in consistency to flow freely through pipes, is pumped to the indurated ware factory. Here it pours into a beater not unlike those which are found at the paper-making plants. In the beater the pulp undergoes a very thorough mixing to comb out the fibres, and put them in order to join firmly in the solid texture of the ware.

From the beater the pulp is pumped to a battery of powerful hydraulic presses specially devised for the manufacture of each particular indurated ware article. Pails, tubs, buckets, etc., are formed over a core of perforated brass, which is further covered with cheesecloth before the pulp flows into place around it. The outside mould of the machine is also of brass, and a pressure of from 200 to 2,000 pounds per square inch can be applied.

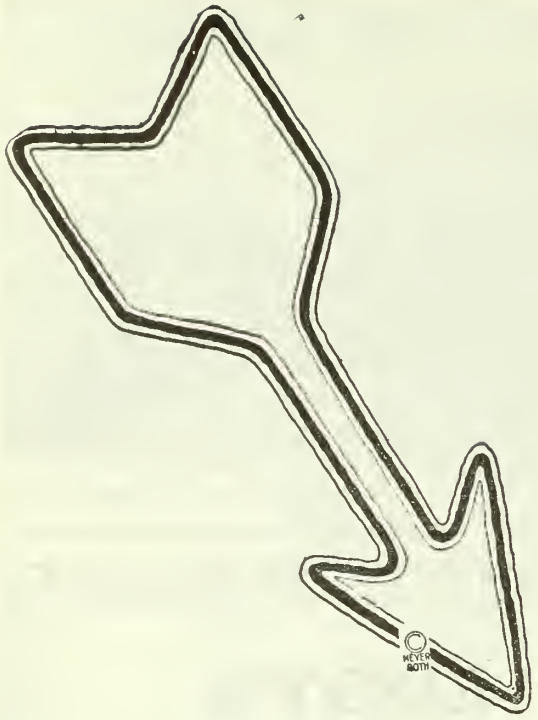
Under this tremendous pressure the pail or tub takes shape. It is released from this press after due time, and proceeds to the hot press, where it gets the impress of the firm name applied as well as further pressure to improve its qualities. It is dipped in special varnish-like composition to make it impervious, buffed off to smooth down any imperfections, and baked in a kiln to dry it. Three dippings and if need be four, and a baking after each dipping, guarantee for Eddy Co. indurated ware perfect quality. Handles are fitted after the baking has been done.



EDDY'S
Indurated Fibreware



Also makers of Toilet Papers, Towels and Serviettes of the same high standard of value.



These Arrows Point to the Trade Mark of the Famous

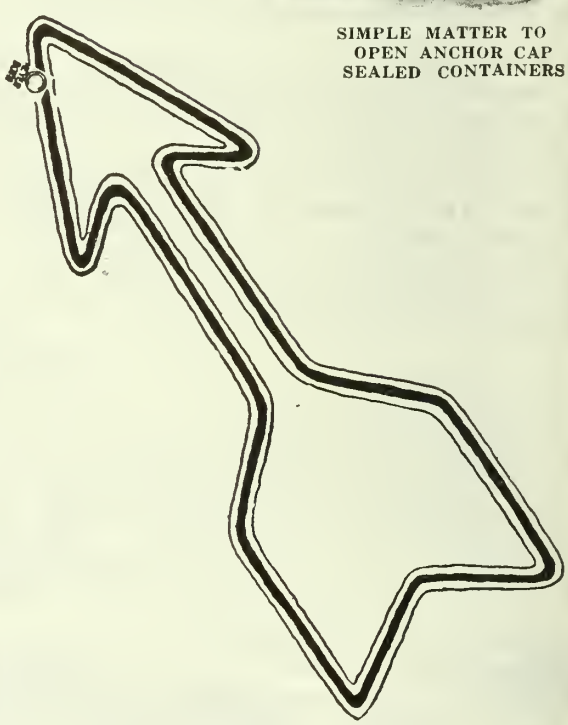
ANCHOR CAP

SIMPLE MATTER TO OPEN ANCHOR CAP SEALED CONTAINERS

—the seal that **Experience** has proven to be the one best method of protection against leaks, moldy contents and general contamination

—the seal that gives to the package an attractive finished appearance that increases its saleability to a marked degree.

Your wholesaler can supply you with Anchor-Cap-Sealed goods.



ANCHOR CAP AND CLOSURE CORPORATION OF CANADA Limited

50 Dovercourt Rd., Toronto

Just the Thing for Picnic and Camping Parties

The Two Royals

ROYAL SALAD DRESSING
ROYAL MAYONNAISE

Display these on your counter during the warm summer days. Suggest them to customers at every opportunity.

The name "Royal" on Salad and Mayonnaise Dressing is a guarantee of quality.

HORTON-CATO MANUFACTURING CO.
WINDSOR, CANADA

Do you need a good man?

Are you looking for a suitable partner, a wide-awake clerk, or an aggressive salesman?

Our Want Ad. Page is the most direct, the surest way to reach the man you want. The men who will read your ad. in the CANADIAN GROCER are men of ambition, keen-edged fellows—the very best class from which to select the man to fit in with your requirements.

And it only costs you two cents a word to talk to these men through a CANADIAN GROCER Want Ad. Just two cents a word to reach your man quickly!

Send along your ad. to-day. Forms close Tuesday each week. Rates: 2c word first insertion, 1c word each subsequent insertion; 5c extra for Box No. per insertion.

Send along your ad. to-day.

The Canadian Grocer
143-153 University Ave., Toronto

Every EUREKA refrigerator

is equipped with the Eureka patented cold dry air circulation system.

And

because of the system and of the conscientious construction of the Eureka Refrigerator, every inch of the cooling chamber is equally good for the successful conservation of perishable foodstuffs.

Ask a brother merchant who has one.

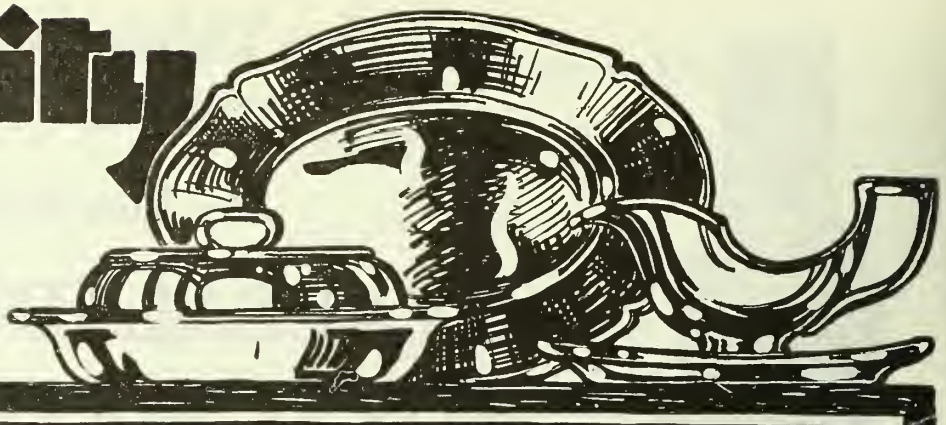
Satisfied customers our best ad.

EUREKA REFRIGERATOR CO., LTD.

Head Office: Owen Sound
Branches: Toronto, Hamilton, Montreal, Calgary, Halifax

No. 19
Eureka Refrigerators

Quality



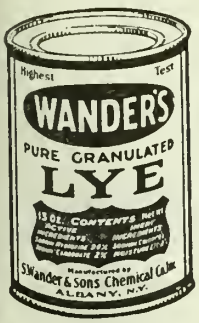
QUALITY in shoe polish is as readily recognized as quality in silverware. As the word "Sterling" signifies highest quality in silverware, so the word "Nugget" means the best in shoe polish.

A well-known polish well received.

Black, Tan, Toney Red, Dark Brown.

THE NUGGET POLISH CO.,
(LIMITED)
TORONTO

HANDY SNAP TOP



A LYE that is TRUE

Sanitary WANDER'S Products

SUMMER IS THE TIME

WANDER'S CHLORINATED LIME & WANDER'S HIGHEST TEST LYE

SELL FASTEST

THEIR DAILY USE KEEPS THE HOME SANITARY

S. WANDER & SONS CHEMICAL CO., Inc.

Manufacturers and Exporters

Main Office and Factory : ALBANY, N.Y.

Represented by MacDONALD, ADAMS COMPANY, Winnipeg
And C. H. DOUGALL, LTD., Montreal

HANDY SNAP TOP

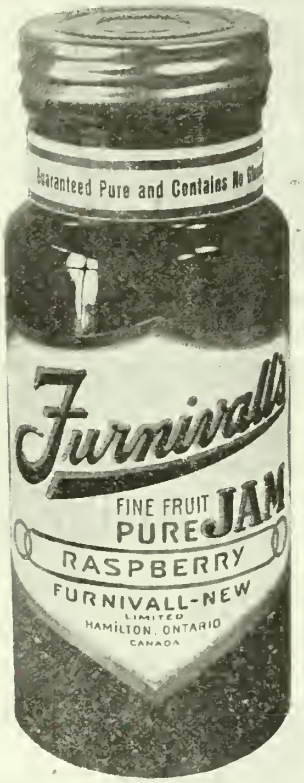
Kills Germs. Bleaches

It Has a Real Food Value

This, coupled with its delightful Concord Flavor, has made Marsh's the favorite Grape Juice of people who know.

Other refreshing Marsh summer beverages are: Unfermented Port, Unfermented Black Cherry Wine, Unfermented Ginger Wine, Raspberry Vinegar and Creme de Menthe.

The Marsh Grape Juice Company
NIAGARA FALLS, ONT.
Ontario Agents:
The MacLaren Imperial Cheese Co., Limited
Toronto, Ont.



Furnivalls

Fine Fruit Pure Jams

will give your store a meaningful reputation for high-grade, customer-pleasing jams and marmalades.

Every dealer should test Furnivall's with a trial display.

FURNIVALL-NEW,
Limited
Hamilton Canada

Canada Food Board License, No. 14-167

AGENTS—The City of Ottawa and the Lower Provinces (except Cape Breton): Messrs. Geo. Hodge & Son, Ltd., Montreal, Que. Ontario: MacLaren Imperial Cheese Co., Ltd., Toronto, Ont. Manitoba: H. L. Perry Co., Winnipeg, Man. Hamilton: J. T. Price & Co. Cape Breton, N.S.: O. N. Mann, Turnbull Bldg., Sydney, N.S.

She'll come again for "Wedding Breakfast" Coffee

Wedding Breakfast Coffee has every good quality likely to commend it to critical people. It is worth your while to get your customers acquainted with "WEDDING BREAKFAST" Coffee because it is a sure repeater.

We also make **Arrow Brand Extracts, Spices, Baking Powder, etc.**

Pioneer Coffee and Spice Mills Company

VICTORIA AND VANCOUVER

ESTABLISHED 1875

HOPS

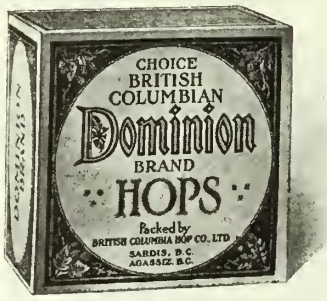
In Quarter and Half Pound
Full and Short Weight Packages

BUY DIRECT FROM THE PRODUCER

BRITISH COLUMBIA HOP CO., LTD.

Ranches located at
Sardis, Agassiz,
B.C.

Head Sales Office:
235 Pine Street,
San Francisco,
California.



Largest Hop Growers in Canada

Write for Prices—Samples

Agents: for Western Canada, Donald H. Bain Co., Winnipeg, Man.
Ontario: Raymond & Raymond, London, Ontario.
Quebec: Arthur P. Tippett & Co., Montreal, Quebec.

DESICCATED COCOANUT

We import direct from our own mills at Colombo, Ceylon, and stand behind the quality of our goods. The prices we quote are rock-bottom. Let us quote you on your next requirements.

Our agents are:

Tees & Persse, Ltd., Winnipeg, Fort William, Regina, Saskatoon, Moose Jaw; Tees & Persse of Alberta, Ltd., Calgary, Edmonton. Newton A. Hill, Toronto, Ont.; E. T. Sturdee, St. John, N.B.; R. F. Cream & Co., Ltd., Quebec, Que.; J. W. Gorham & Co., Halifax, N.S.; C. T. Nelson, Victoria, B.C.

Dodwell & Co., Ltd.

Importers & Exporters

VANCOUVER

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.

MIKADO

We are offering the best value in Rice on the Canadian Market to-day.

Canada Food Board License No. 4-517.

SNOWCAP PILCHARDS

Delectable and Dainty Hand Packed BY

The Nootka Packing Co., Ltd.

NOOTKA, B. C.

Packed in 1 lb. Talls and 1-2 lb. Flats.
Sold By Your Jobber.

EXCLUSIVE DISTRIBUTORS

Dodwell & Co., Limited

VANCOUVER, B.C.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcement appear on this page.

Squirrel Brand PEANUT BUTTER

BRITISH COLUMBIA

C. T. NELSON
GROCERY BROKER

165 Hibben-Bone Bldg., Victoria, B.C.
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Live men calling on retail trade.
VICTORIA VANCOUVER

KELLEY-CLARKE CO.
VANCOUVER, B.C.
GROCERY AND SALMON BROKERS
MANUFACTURERS' AGENTS
Offices also at Seattle, Tacoma and Spokane, Wash.; Portland, Ore.; San Francisco, Los Angeles, Cal.; Boise, Idaho; New York City.

B.C. Market?

We can place one or two good Specialty lines.
Our firm has back of it a 15 years' success reputation.
We have a staff of aggressive salesmen and first-class storage and warehousing facilities.
Write us if you want real representation.

Little Bros. Ltd.
VANCOUVER

M. DESBRISAY & CO.
Salmon Canners and Manufacturers' Agents
VANCOUVER, B.C.
Our organization is equipped to handle any manufacturers' line.
Our salesmen get results.

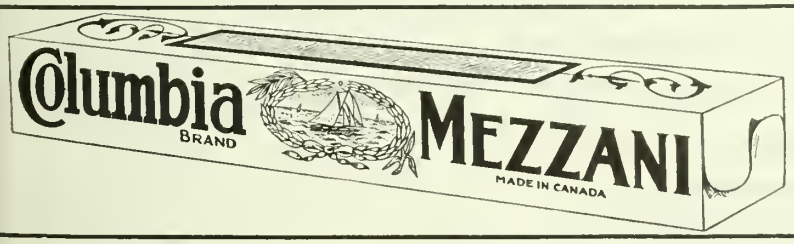
PETER LUND & COMPANY
MANUFACTURERS AGENTS
Can sell, and if required, finance one or two additional staple lines for
British Columbia Territory
Interested manufacturers please communicate
505 Metropolitan Bldg. Vancouver, B.C.
Reference: Merchants Bank of Canada, Vancouver, B.C.

FOR REPRESENTATION
in B. C.
VENABLES & MERRYFIELD
525 Standard Bank Bldg. Vancouver, B.C.
Agents for QUAKER OATS CO.
We cover the RETAIL TRADE

See Page 72 of this Issue, it will interest you. It has helped others, it may help you.

SAY YOU SAW IT IN CANADIAN GROCER WHEN WRITING TO ADVERTISERS

LET US QUOTE YOU ON ORIENTAL LINES
Isinglass, Electrical Goods, Brushes (all kinds), Camphor, Cocoanut, etc., Mirrors, Lead Pencils, etc.
Write or Wire for Prices. It means Money to You.
R. G. BEDLINGTON & CO., LIMITED, VANCOUVER
IMPORTERS *Established 1905* EXPORTERS



MACARONI
The pure food that builds Muscle and Bone at small expense.
The Meat of The Wheat
Manufactured by the
Columbia Macaroni Co., Limited
LETHBRIDGE, ALTA.

Mention this Paper When Writing to Advertisers

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN PROVINCES

A. M. Maclure & Co.
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

Wholesale Grocery Brokers
Commission Merchants
410 Chamber of Commerce, Winnipeg
Personal attention given to all business entrusted to us.
Correspondence Solicited. Established here 1900.
GEORGE ADAM & CO.

ALEX. BAIRD LTD.
Manufacturers' Agents
300 Montreal Trust Bldg.
WINNIPEG, MAN.
Correspondence Solicited

C. H. GRANT CO.
Wholesale Commission Brokers and Manufacturers' Agents
810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

W. L. Mackenzie & Co., Ltd.
Head Office: Winnipeg
Branches at
Regina, Saskatoon, Calgary, Edmonton

Macdonald, Adams Company
Brokers and Manufacturers' Agents
Open to negotiate for new lines of Grocery Specialties in Western Canada
502 Avenue Building, Winnipeg

EL ROI-TAN PERFECT CIGAR

Donald H. Bain Co.

WHOLESALE GROCERY COMMISSION AGENTS

A sales force of competent men.
Ample capital—and the reliability that goes with it.
A record of results—and the prestige that follows it.
An energetic, result-getting organization—with satisfied clients to prove it.
Are all at your disposal if WE represent you.
Every branch a business in itself, directed by capable, experienced managers.
All varieties of Food Products.
If you want results get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER
ALSO AT 60 CHEAPSIDE, LONDON, E.C. 2, ENGLAND

Canada Food Board License No. 6—450

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-estabished connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.

The Largest in Western Canada

We are the largest Storage Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated Warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

F. D. Cockburn Co., 149 Notre Dame Ave. E., Winnipeg

We represent some of the best manufacturers and will give your line the same attention. From Port Arthur to the Rockies we represent, among other lines, Jireh Food Co., Jas. Epps & Co., Ltd., and Kerr Bros.

SIX HOUSES IN WESTERN CANADA

W. H. ESCOTT CO., LIMITED Winnipeg, Man.
W. H. ESCOTT CO., LIMITED Saskatoon, Sask.
W. H. ESCOTT CO., LIMITED Regina, Sask.
W. H. ESCOTT CO., LIMITED Calgary, Alta.
W. H. ESCOTT CO., LIMITED, Fort William, Ont.
W. H. ESCOTT CO., LIMITED Edmonton, Alta.

WHOLESALE GROCERY BROKERS, MANUFACTURERS' AGENTS, IMPORTERS

Consignments Solicited HEAD OFFICE: 181-183 Bannatyne Ave. East, WINNIPEG *Write Us*

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN CANADA

CHRISTIE'S BISCUITS
AND
ROBERTSONS CONFECTIONERY

are both marketed in Western Canada by us. Both lines are having big sales.

For the same reason your goods should be among the big sellers.

Scott-Bathgate Company, Ltd.

Wholesale Grocery Brokers and Manufacturers' Agents
149 Notre Dame Ave., East
WINNIPEG

"Always On The Job"

The H. L. Perry Co., Ltd., 214-216 Princess St., Winnipeg

As your Selling Agents, we can make a big success of your Account.

STORAGE DISTRIBUTING FORWARDING

ALBERTA

D. J. MacLeod & Co.
Manufacturers' Agents and Grocery Brokers
EDMONTON, ALTA.
Open to negotiate for new lines in Alberta. Our staff calls on wholesale trade and does detail work.

B. M. Henderson Brokerage, Ltd.
106-7 Adams Building, Edmonton, Alta.
(Brokers Exclusively)
Dried Fruits, Nuts, Beans, Jams, Cereals, Fresh Fruits and Vegetables.

MacCosham Storage & Distributing Co., Limited
MacCosham Bldg., Edmonton, Alberta
CARLOAD DISTRIBUTORS, CARTAGE AND WAREHOUSEMEN
Free and Bonded Storage
5 floors—60,000 sq. feet.

Say you saw it in Canadian Grocer, it will identify you.

PACIFIC CARTAGE CO.
C.P.R. Carters
Office: C.P.R. Freight Sheds CALGARY
Distribution of Cars a Specialty
Storage and Forwarding Prompt Service

Western Transfer & Storage, Ltd.
C.N.R. Carters C.P.R.
DISTRIBUTION - STORAGE - CARTAGE
P.O. Box 666, Edmonton, Alta.
Members of the Canadian Warehousemen's Association

Watson & Truesdale, Winnipeg

Have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

A BRANCH HOUSE WITHOUT THE COST OF MANAGEMENT

The Regina Cold Storage & Forwarding Co. Ltd.

Regina - Saskatchewan

COLD STORAGE WAREHOUSING CAR DISTRIBUTION

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

T. M. SIBBALD & SON
GROCERY BROKERS
Agent for KELLOGG'S Toasted Cornflakes
Another Agency Solicited
311 KING ST. E. - TORONTO
Storage and Bonded Warehouses

MACLURE & LANGLEY
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

WHEN WRITING ADVERTISERS KINDLY MENTION THIS PAPER

REMEMBER

that Laundry Blues vary in strength, color, and bleaching properties. Inferior kinds leave unsightly marks on linen.

OCEAN BLUE has a reputation for safety and perfect results—due to expert treatment in every stage of its manufacture.

You will have no complaint from even your most particular customers if you sell them.

OCEAN BLUE

In Squares and Bags

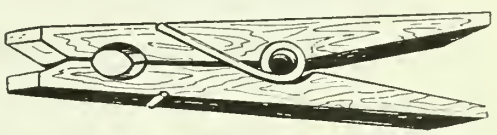
Order from your Wholesaler

HARGREAVES (CANADA) Limited.
The Gray Building, 24 & 26 Wellington St. W., Toronto.

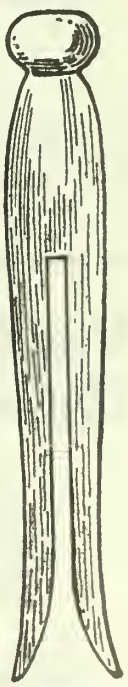
Western Agents: For Manitoba, Saskatchewan and Alberta: W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon: Creedon & Avery, Rooms 5 and 6, Jones Block, 407 Hastings Street West, Vancouver, B.C.

The Megantic Broom Mfg., Co., Ltd.

Manufacturers of Brooms and Clothes Pins



Lake Megantic, Que.



Our clothes pins are made and designed to stay on the line. And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

AGENTS: Boivin & Grenier, Quebec. Delorme Frere, Montreal. J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa. Harry Horne Co., Toronto. Tomlinson & O'Brien, Winnipeg. Oppenheimer Bros., Vancouver; McFarlane & Field, Hamilton, Canada.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO
Canadian Food Control License Nos. 6-236/7/8

THE S. G. BENDON UTILITY CO.
Brokers and Commission Agents
30 St. Francis Xavier St., Montreal
Our Motto: Always at Your Service

JOHN E TURTON
Wholesale Grocery Broker
BOARD OF TRADE BUILDING
MONTREAL

Paul F. Gauvreau
Wholesale Broker
FLOUR, FEEDS AND CEREALS
84, St. Peter Street, Quebec
Am buyer of Peas, Beans, mixed Grain of all kinds. Mail samples and prices. Need big quantities to fill contracts.

J. C. THOMPSON COMPANY
Brokers and Commission Agents
Montreal, P.Q.

W. J. SHEELY
Grocery Broker and Commission Merchant
AGENCIES WANTED
CONSIGNMENTS SOLICITED
Bankers: Home Bank of Can.
St. Nicholas Bldg. Montreal

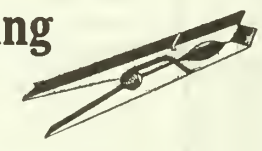
MARITIME PROVINCES

J. L. FREEMAN & CO.
Wholesale Grocery Brokers
ROOM 122 BOARD OF TRADE BUILDING - Montreal

GAETZ & CO.
MANUFACTURERS' AGENTS AND GROCERY BROKERS
47-49 Upper Water St., Halifax, N.S.

PETER'S ORIGINAL MILK CHOCOLATE
New importation now in stock with
HOWE, McINTYRE CO. BROKERS, IMPORTERS AND MANUFACTURERS' AGENTS
91-93 YOUVILLE SQUARE - - MONTREAL

Dominion Spring Clothes Pins



An excellent pin that will please the housewife. You can get a supply from any good Wholesale Grocer or Jobber.

The J. H. Hanson Co., Ltd.
244 St. Paul St. West, Montreal

J. W. DION
Commission Broker
17 Janiest Street QUEBEC, QUE.

I want agencies for foodstuffs for Province of Quebec

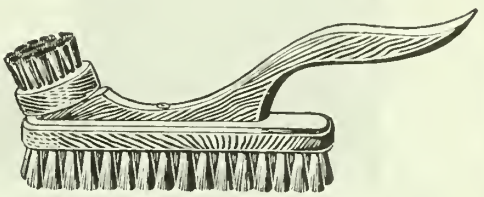
References: Molsons Bank, Quebec

Let Your Customers Depend on You for the *Best* in Brushes

Foster that trade-building confidence of your customers—make them feel that whatever they buy from you they can depend on. Simms' Brushes always instill that confidence—the finish is excellent and the stock *stays* in. Simms' Brooms don't scatter fragments of the broom in the wake of the sweeping. Simms' Brushes and Brooms are Better Brushes, Better Brooms.

Made in one of the largest brush factories in the world, with all the advantages of the most expert workmanship and finest materials and machinery.

Keep your stock up. Order to-day. Price lists by return of mail.



T. S. SIMMS & CO., Limited
St. JOHN, N.B.
Branches: Montreal, Toronto, London

MACDONALD'S Popular Brands

"The Tobacco with a heart"—Macdonald's trade mark of quality—have been the popular plug tobaccos since 1858. Order Macdonald's and ensure satisfied customers.

Plug Smoking
"British Consols"
"Brier"
"Index"

Trade Mark Registered

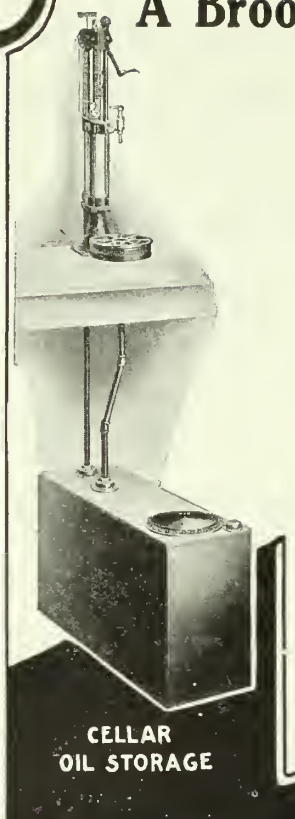
Plug Chewing
"Prince of Wales"
"Napoleon"
"Black Rod" (Twist)
"Crown"

Trade Mark Registered

W. C. MACDONALD, REG'D.

Established Over 60 Years *Incorporated.*
MONTREAL, QUE.

A Broom Can't Clean the Oil Room



You can't "sweep-out" the offensive oily odor that comes from slip-shod oil storage. It gets into everything. You may not notice it because you are use to it, but your trade notices it the minute they step into your store.

BOWSER
ESTABLISHED 1885

Oil Storage Outfits

keep the oil where it belongs. No exposure to the air---no leaking---no oil on the floor---no oil on your hands---no oil on eatables---no complaints from your trade.

Fill the Tank from Outside

It avoids dripping oil through the store. Your customers will say: "That BOWSER is fine, it keeps the oil pure and the store clean." Such good will is profitable for you.

S. F. BOWSER CO., LIMITED
66-68 Fraser Ave. - TORONTO, ONT.
Sales Offices in All Centres. Representatives Everywhere.

Three Made-in-Canada Sellers

The three packages pictured at the right are **All-Canadian** and **All Quality** into the bargain. They are the equal in every way of the much advertised imported milk products. Moreover, every time you sell a package of **Malcolm's** you are helping Canadian enterprise and industry and netting yourself a good profit at the same time.

Are you handling Malcolm Milk Products? Send for a 5-case lot to-day. Freight paid up to 50c per 100 pounds.

The
Malcolm Condensing Co., Limited
ST. GEORGE, ONTARIO

ROYAL ACADIA SUGAR

Liked by all lovers of Quality and Purity

Royal Acadia Sugar has won the esteem of particular housewives because experience has proven to them that Royal Acadia is a superior sweetening medium.

The Safest Sugar for you to sell.

In 2 and 5-lb. cartons; 10, 20 and 100-lb. bags; half barrels and barrels.

The Acadia Sugar Refining Co., Limited
HALIFAX, CANADA

Importers T **Exporters**

FUJITA & CO.

VANCOUVER, B.C.
IMPORTERS
OF

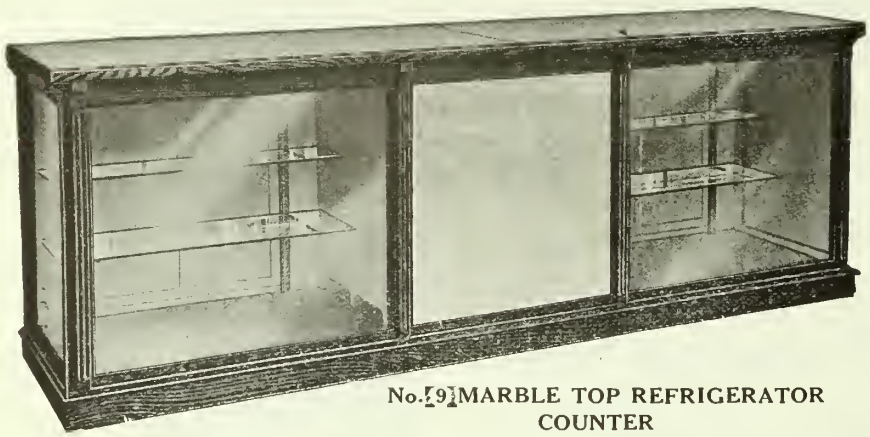
QUALITY BEANS
QUALITY WALNUTS
QUALITY PEANUTS
QUALITY RICE, ALL
QUALITY ORIENTAL
QUALITY LINES

HEAD OFFICE: KOBE, JAPAN

Walker Cool Air Display Counter

Seasonable for Vacation and Camping Days

Show up your high grade picnic, campers and hot weather delicatessen, meats, etc., in good condition, right in your working counter.



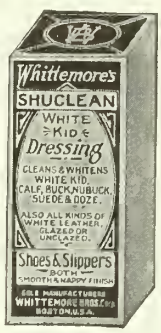
No. 19 MARBLE TOP REFRIGERATOR COUNTER

Stock of 9 ft. and 11 ft. in either marble top as shown, or glass display over end compartments. Double construction of insulated wood or glass throughout. Bottom galvanized metal lined, all white enamelled inside. Door panels also inside and top panels 3 ply built up wood, to avoid all the warping and open joints that annoyed you in old style construction. Glass or wire shelves. Price $215.00 and $250.00 standard oak finish.

The Walker Bin & Store Fixture Co., Limited

KITCHENER, ONTARIO

Whittemore's
CLEANALL
THE GREAT SUCCESS FOR CLEANING
VELVET, SILK AND SATIN SHOES AND SLIPPERS
PINK, BLUE & WHITE KID SHOES, SLIPPERS, GLOVES, BELTS ETC.
WHITTEMORE BROS. CORP.
BOSTON, MASS.


Whittemore's
SHUCLEAN
WHITE KID & Dressing
CLEANS & WHITENS WHITE KID, CALF, BUCK, NUBUCK, SUEDE & DOZE.
ALSO ALL KINDS OF WHITE LEATHER, GLAZED OR UNGLAZED.
Shoes & Slippers
BOTH IN SMOOTH & NAPPY FINISH
SOLE MANUFACTURERS
WHITTEMORE BROS. CORP.
BOSTON, U.S.A.

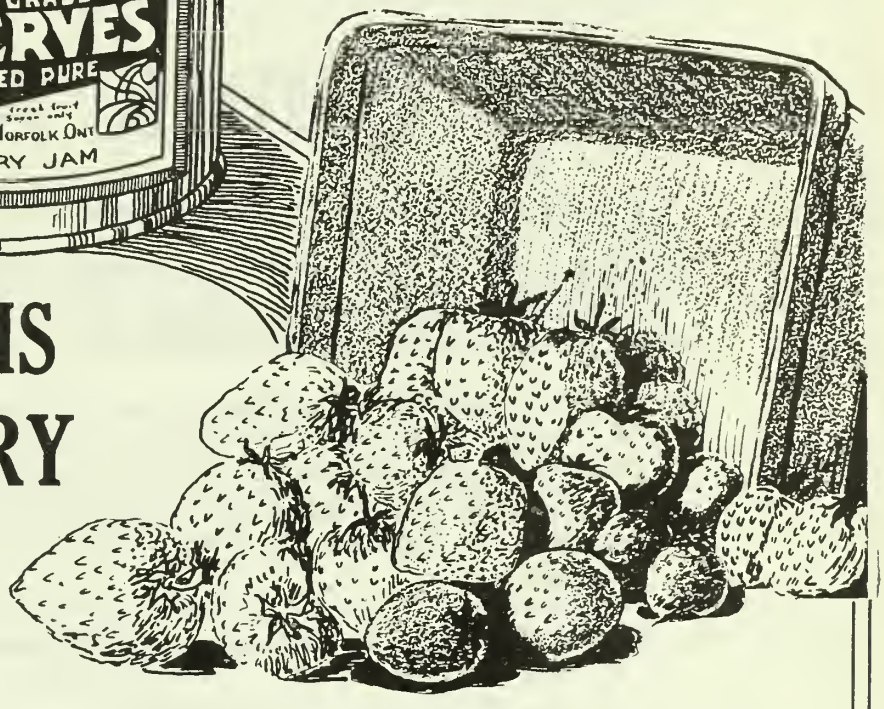
GILT EDGE
WHITTEMORE'S GILT EDGE DRESSING FOR LADIES AND CHILDRENS BLACK SHOES
SOFTENS PRESERVES THE LEATHER
RESTORES ITS COLOR & LUSTRE

"QUICK WHITE"
MAKES DIRTY CANVAS SHOES CLEAN & WHITE
QUICKLY AND EASILY APPLIED.
ALSO CLEANS ALL ARTICLES MADE FROM WHITE CANVAS
WHITTEMORE BROS. & CO.
BOSTON, MASS. U.S.A.

Quality **Whittemore's Shoe Polishes** *Variety*

The Shine That Lasts

Bostonian Cream. The ideal cleaner for kid and calf. Brown, gray, white, in fact, any other color or shade desired.
Gilt Edge Black Self-shining Dressing. The old reliable dressing for ladies' and children's shoes.
Shuclean. For white kid, calf, buck and Nubuck leather. Will not harden the finest and lightest weight of leather.
Cleanall. The great success for cleaning velvet, silk and satin shoes and slippers, also fabrics.
Quick White. Makes dirty white canvas shoes clean and white. A well-known dressing.
Albo white cake canvas and buck dressing in metal box. 2 sizes.
Nobby Brown Paste Polish for brown shoes. **Peerless Oxblood** Paste Polish for red leather shoes.
Ask your jobber's salesman for complete catalogue with prices, or write us at Boston, Mass. U.S.A.



ST. WILLIAMS STRAWBERRY JAM

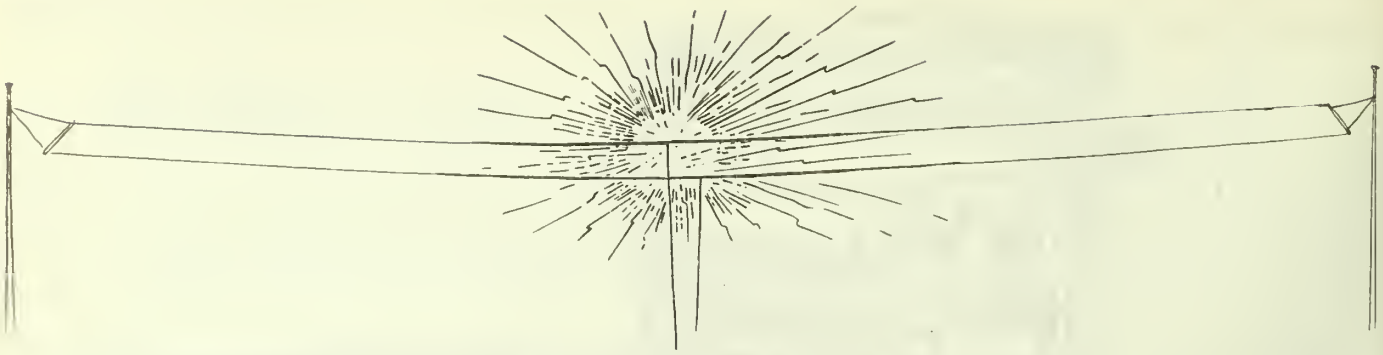
The New Pack Is Now Ready

The Quality Is Guaranteed
Send In Your Order Today

St. Williams Fruit Preservers, Ltd.
Simcoe and St. Williams, Ont.

MACLURE AND LANGLEY, LIMITED

MONTREAL TORONTO WINNIPEG



GET QUICK ACTION

IT is logical that the more select business men who read of your wants the greater chance you have of getting them supplied. Send out your S.O.S. call by a condensed ad in CANADIAN GROCER—the paper most interested in your business. It will be heard from the Atlantic to the Pacific.

THOUSANDS of the best grocers in Canada subscribe to and read CANADIAN GROCER every week. These grocers have PROGRESS as their motto, and they are living up to it. Consequently they must watch every avenue that is likely to contain opportunities for them, and the WANT AD PAGE is one of the avenues.

THIS Want Ad Page is open to you to voice your wants effectually and economically. Why not take advantage of it whenever you are in need of something?

The following list will perhaps suggest a few of your needs:

Position Wanted	**Store Fixtures For Sale**
Position Vacant	**To Buy Store Fixtures**
Business For Sale	**Goods For Sale**
To Buy Business	**To Buy Goods**
Agents Wanted	**Salesman Wanted**
Agencies Wanted	**Miscellaneous**

You would like to know what it is going to cost. Well, here is how it figures out:

2c per word first insertion and 1c per word for each subsequent insertion. 5c extra if you wish your replies directed to a Box Number in our care. Payable in advance.

SEND IN YOUR WANT AD TO-DAY

CANADIAN GROCER

143-153 University Ave. - Toronto

No time this week to write an Ad.—Too busy getting out orders.

"SALADA" TEA COMPANY

Toronto Montreal

Traveler's Half-Holiday Guide Book For You

CANADIAN GROCER has had printed in booklet form, list of half holidays in cities and towns in each province of Canada. The booklet also contains lists of Summer and Fall Fairs, Quebec Province holidays, etc.

It is a very handy guide for traveling salesmen and copy will be sent to anyone interested without charge.

Wire, Phone, or send us a card.

CANADIAN GROCER

143-153 University Ave., Toronto Phone M. 7324

The Remedy That Queen Victoria Used

A New Laxative Made By E. W. Jeffress Co., Walkerville, Ont.

No drugs of any kind are used in the manufacture of this pleasant remedy. Such ingredients as dates, figs, bran and simple herbs are scientifically combined to promote a gentle bowel action without those disagreeable effects common to so many laxative preparations.

This new laxative is made up in the form of a paste so pleasing to the palate that it can be used as a topping for dessert or eaten alone in small quantities in the form of a confection.

Packed in Mono Service Containers, 4-oz. size, 2 dozen to case, $4.25 a dozen.

Ready for delivery Aug. 1

E. W. Jeffress, Limited
WALKERVILLE, ONT.

If you were to visit India

and expressed a desire to see the plantations where the richest and strongest teas in the world are grown, you would be taken to the hillside gardens of ASSAM in northern India.

Without going to India, you can find the same tea in the Red Rose packages, as Red Rose consists chiefly of ASSAM teas. You can sell this rich, full-flavored and economical tea to your customers and satisfy every good judge of tea that comes into your store.

The ASSAM quality of Red Rose Tea makes it worthy of your recommendation—makes it the natural choice for your LEADER.

T. H. Estabrooks Co., Limited

St. John Montreal Toronto Winnipeg Calgary Edmonton

$1 FOR A MAN

Perhaps you want a good man for your office, or store, or warehouse, or for the "road?" Would you pay $1 to find a good man? Sure you would.

WHAT are you doing about it? We suggest that you advertise in CANADIAN GROCER—condensed advertisement, 2 cents a word. Make the advertisement brief as a telegram; but make it explicit. Tell all the other man wants to know—except your identity in the first instance. Use a box number to hide this.

Some man somewhere would like, probably, to tie up with you,—if your proposition is good. At the same time good men are scarce—very scarce. So you'll have to do some bidding.

This means—keep on repeating the insertion of your advertisement—"until forbid."

It's reasonable to keep on. Hunting for a hard thing to find usually requires a long search. All CANADIAN GROCER can do is to put your advertisement in 5,600 places where men of the type you may want are likely to be found. We can't make men reply to advertisements—any more than the postman can make people to whom he delivers letters reply to them. We're pretty much like the postman.

But we go to 5,600 and more likely places, remember that. No other single newspaper in the world gets into 5,600 Canadian grocery houses. So if you are in dead earnest about finding a man use CANADIAN GROCER. Rates—two cents per word first insertion and one cent per word each subsequent insertion, with five cents extra per insertion when replies are to be sent to Box No. in our care. Address:

CANADIAN GROCER WANT ADS.
153 UNIVERSITY AVENUE, TORONTO

Keen's Oxford BLUE

An All-British Blue that has won the approval of critical housewives because of its Quality.

What better Blue can you handle or recommend than Keen's Oxford—the Blue every woman wants:

Magor, Son & Company, Limited

191 St. Paul St. West, MONTREAL 30 Church St., TORONTO

AGENTS FOR THE DOMINION OF CANADA

Get This Mr. Manufacturer!

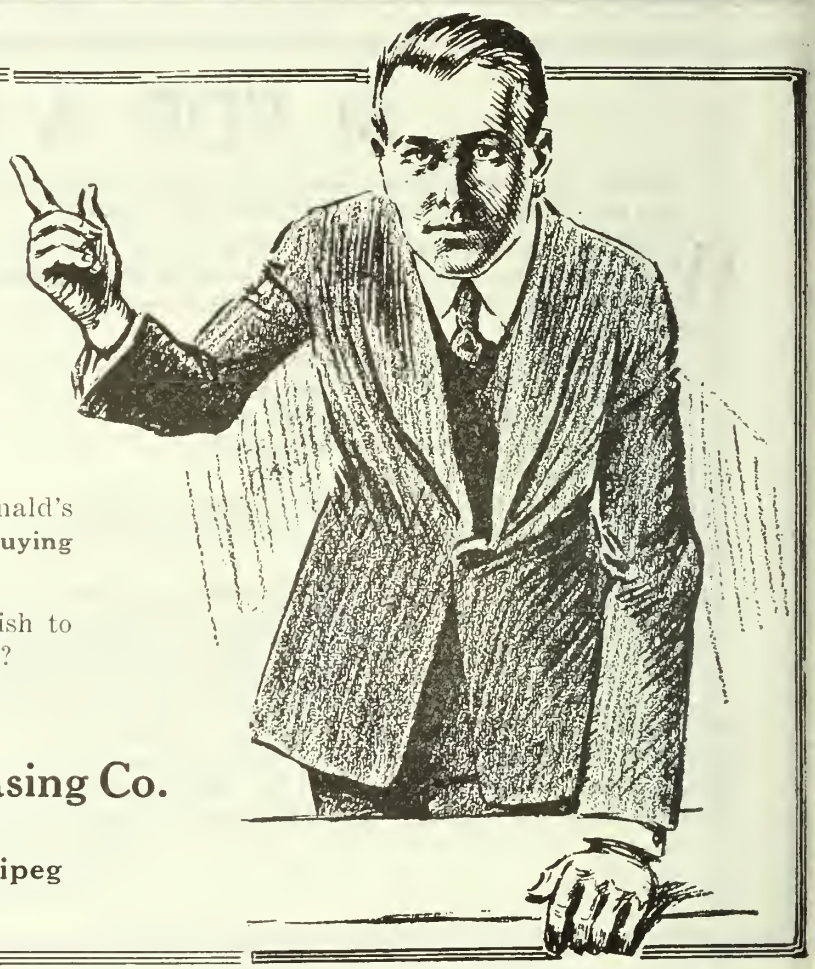
We have a Western connection covering all of Canada from Lake Superior to the Pacific Coast.

Our reputation for integrity and square dealing is a big factor to link your product with in this important field.

We are purchasing agents for MacDonald's Consolidated Interests and **our Annual Buying Power is now 15,000,000.**

Isn't this the sort of firm you would wish to have **push** your line in Western Canada?

Write or wire us your offerings.



The Consolidated Purchasing Co.

Limited

313-319 Pacific Ave., Winnipeg

E. NICHOLSON, GENERAL MGR.

CANADIAN GROCER

Vol. XXXIII. TORONTO, JULY 25, 1919 No. 30

Ask Gov't Supervision for Canned Fish

British Columbia Packer Sees in Such a Move the Only Safeguard of a Great Canadian Industry on the World's Markets—Claims Government Should Adopt Proper Methods to Popularize Chum Salmon in Canada.

VANCOUVER, B.C.—"I heartily concur with the statements made in CANADIAN GROCER to the effect that the Canadian public cannot be compelled to eat chum salmon," said Mr. F. E. Burke, of the Wallace Fisheries, Vancouver. "But I will say that there is no reason in the world why the Canadian public would not use and enjoy chum salmon if the Government would take the logical course to combat prejudice—thorough investigation, rigid inspection, and a campaign of education as to the true place of chum salmon among our home-produced foods. I'll frankly acknowledge," said Mr. Burke, "that there have been canners who have packed, not only chums, but also herring and other fish with more regard to price than quality. Any packer or manufacturer in any line of business is constantly annoyed by the short-sighted policies of some operators. The remedy is well within reach at any time, granted that the authorities are sincere in their wish to find a remedy.

"The Government inspection of any product invariably results in a higher grade article. New Zealand butter has gained the enviable place in the world market that it enjoys, through the Government of New Zealand operating a strict inspection measure on all butter offered for export. The buyer, in whatever part of the globe he may be, knows that the New Zealand butter bears the Government's endorsement and must be up to the standard. The Canadian consumer purchases meat with a greater degree of satisfaction knowing that a strict Government inspection is maintained at all abattoirs.

"In CANADIAN GROCER I see frequent references to prosecution by the Canadian Government pure food authorities for adulterated maple syrup—the whole theory and practice of inspection, and official endorsement as to purity, is that the consumer uses the inspected product with greater confidence, the buyer has a definite standard by which to judge of the fitness of the commodities he retails, and the manufacturer, and packer can make a definite claim in terms that mean something. The packer whose principles would permit him to market an inferior article is compelled to raise the standard of his product to conform to the requirements, and the conscientious packer has a reasonable protection from the competitor who would produce down to a price instead of up to a quality."

Unscrupulous Packer Harms Whole Industry

"I have a letter on file at this time," continued Mr. Burke, "from a firm in New Zealand, in which the manager stated that he had had his experience of Canadian herring, and that he would never buy a case of it again. I found out what he had had his experience with, but the whole Canadian industry suffers in that particular firm's estimation through the cupidity of one packer. With a government inspection, this would be almost impossible.

Days of Slip-Shod Methods Past

"Some cannot seem to realize that the conditions during the war that permitted slip-shod merchandizing practices are gone, and the nation that wants to make any kind of a showing in a competitive world market has to be able to meet the requirements of that market. When your competitor can state: 'Here's an article that bears the O.K. of our Government, signifying that an inspection by official inspectors has been made and the quality of product, and the method of preparation have both been in conformity with our pure food regulations,' and the Canadian merchant says 'We have no inspection,'—down in his own heart he knows that he has nothing on which to stake his own claim that the goods offered by him, and probably packed by several different packers, will justify his strongest claims.

"Who?" asks Mr. Burke "stands the best chance of getting the business? And who most assuredly gets a premium?"

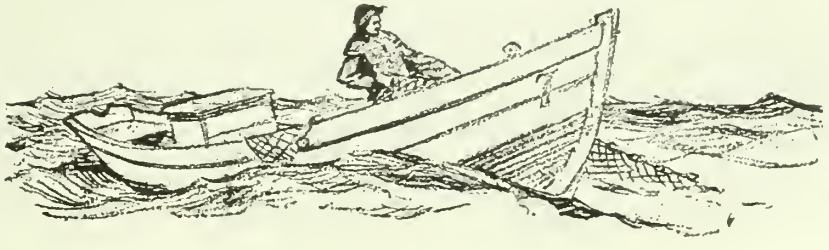
Cured Fish Bill Killed in Committee

"I have just returned recently from Ottawa," he said, "where I was endeavoring to have a bill go through this session for compulsory inspection of cured fish, which we hoped to extend to include canned fish, etc. This bill, as drafted, met with the approval of the Department of Fisheries, as well as the Canadian Trade Commission, who are quite aware of the advantage to Canada, as an exporting nation, of inspection as requested. I am in receipt of a letter from the Department to the effect that the bill was killed in committee. No British Columbia members were present, though they might have been expected to take some slight interest in questions of great moment to British Columbia. The attack against the bill was led by Mr. Duff and Mr. Loggie, of N.S. A few of us still have ambitions, however, for Canada as a fish exporting country.

Need to Educate the Public Re Salmon

"Again reverting to the chum salmon question, I sincerely deprecate any attempt to market chums under any other label. If the Government will conduct a campaign of education regarding the various member of the salmon family, with particulars of the habits of the various fish, the appearance, and analyses of their several food values, the chum salmon would be marketed as chum salmon and soon enjoy a high place in the estimation of the housewife as a whole. some and economical food.

"The public will learn that all salmon are not red, and that salmon is still salmon though it only be pink. That some salmon is



red before cooking and pink after. Finally," said Mr. Burke "because a fowl may be a Black Minorca, it does not follow that it has less claim to the general term of 'chicken' than a White Leghorn, or a Rhode Island Red."

Expects Big Scramble for B.C. Salmon, Herring

B. C. Packer Outlines the Conditions That Exist at Present in the Market for Canned Salmon, Pilchards and Herring —Foresees Normal Pack With a Heavy Export Demand—Expects a Scramble for Stocks.

VANCOUVER, B.C.—There will be a big demand for canned salmon during the coming season, and as the supply will certainly not be too large to meet the demands made upon it, there will in all probability be a scramble for stocks similar to that which occurred in California fruits. This is the contention of Francis Millerd of the Gosse-Millerd Packing Company, Vancouver, B. C. Mr. Millerd is strongly of the opinion that the trade will be well advised to get their requirements provided for early. He forsees a heavy export business, and contends that unless the trade moves promptly in this matter they can have no complaint if they find that the packers have sold their product on the export market.

In regard to the coming season's prospects in the various lines of salmon and herring, Mr. Millerd outlines the situation as follows:

Of course, it is hard to estimate the pack, but conditions point to a normal pack.

Sockeye Salmon Will Be High

English buyers have recently bid as high as $17.25 per case for half pound Sockeyes unlabelled, and it looks as if this shape is going to be favored most by the packers, as being more remunerative than either one pound flats or one pound talls. Talls to come into line would require to fetch $16.

A Heavy Purchase of Cohoes

One export buyer made a purchase of 25,000 case of Cohoes—a very unusual thing—with the result that packers in view of this demand are going to bid high for the raw fish, and consequently, will have to demand high prices.

During the past few weeks there have been some large orders coming in from the Continent, especially France, for Pinks, and it looks as if it will be doubtful as to whether there will be enough to take care of the trade.

Expect Opening Of Old Markets For Chums

There are very long interests in chums, but we look for a demand from the Continent very shortly, and now that steamer sailings are becoming more regular, and rates more stable, this variety will find its old markets, such as the Orient, etc.

Pilchards are a variety of fish with great possibilities, and at the present time large quantities are being shipped to England. We look for a big business being done at no distant date, provided the packers pack good goods.

We find that herrings are moving very satisfactorily, and think that the days of the Scotch and English packers are over as far as Canada is concerned; also Australia and New Zealand. We have the raw material and it will only take time and hard work to make this a big business like salmon.

FINED FOR SELLING TOO MUCH LEMON EXTRACT

Prohibition Inspector Amos Belliveau, who is doing special duty outside the County of Westmorland, N.B., returned to-day from Campbellton, N.B., where he had eight cases of alleged violation of the Prohibition Act before Stipendiary Magistrate Matheson. One of the cases was against a grocer of Campbellton, charged with violating the prohibition law by selling unwarranted quantities of lemon extract. A conviction was entered up and a fine of fifty dollars imposed. This is the first conviction under the prohibition act for the sale of lemon extract.

The Year's Prospects for Canned Goods

Peas Are a Short Pack, but Early Indications for Other Vegetables Are Fair — Small Fruit Prices Will Be Abnormally High—Contract Prices for Fruits Have Been Unheard-of—Dr. Jackman's Report on the Canning Industry.

IT is early as yet for any definite information regarding this year's prospects. The better part of the canning season is yet to come, and on its success will depend the success of the crop. The pack of peas and strawberries, the only lines on which an estimate can be given, are somewhat disappointing. Peas will only run about a 30 per cent. pack. On the other hand, tomatoes, that had a very unfortunate start owing to persistent rains, have advanced rapidly owing to the hot weather of May and June, and have practically overcome the disadvantage of a late start. Corn conditions are also somewhat better than seemed probable some time ago, though, of course, it is impossible at this early date to forecast conditions at the packing season. All that can be said is that early crop prospects promise fairly well.

In the small fruits, strawberries are all packed and at hitherto unheard of contract prices, and raspberries are packing at present at scarcely lowered figures. Despite this fact, however, there is no question whatever that they will be readily marketable. A world shortage of small fruits precludes the possibility of other markets underselling. In the British Empire small fruits have been at unprecedented figures, and sugar has been none too plentiful. The result is that far from being an exporting country, England will again be a heavy buyer of canned fruits. There was a demand there last year for all stocks available, and it is confidently believed that the same market will be open this year.

In regard to the vegetable pack and the pack of large fruits, granting a normal pack there will be no difficulty in handling it in this country, while here again an export market is available. Producers have been bare of stocks for some months past, and wholesalers who are not absolutely bare of stock are running very short, so that the retailer must depend on his own supplies. With some time to run before many of these lines will be available the new pack will come on a market barer of supplies than it has been for many a year past, and this should assure very favorable market conditions that should place the company in a very satisfactory position.

Took Fair Attitude

Dr. W. T. Jackman, of the University of Toronto, who investigated the operations of the Dominion Canners and other allied industries at the instance of the Dominion Statistics Department, contended in his report to the Minister of Labor, that, while the operations of the company had been profitable during the past few years, these operations must, because of their uncertain nature, be judged over a period of years, and not on the showing of any one season. The years 1913, 1914 and 1915 were very lean years for the company. The pack was exceptionally light and consequently costly, and the difficulty of getting freight space prevented the company seeking more profitable markets. Dr. Jackman stated that while the Dominion Canners controlled about 80 per cent. of the pack, there was nothing predatory in their attitude. They endeavored only to make a fair return on an exceedingly speculative industry.

Express Rates Increase Except on Perishable Commodities

General List Shows Substantial Increase—Communities Not Served by Delivery System Will Be Given a Reduction From These Rates.

BY a judgment recently issued by the Board of Railway Commissioners, communities not served by a waggon delivery will be given advantage of lower rates to compensate. Where no delivery is available at either starting or delivery point there will be a deduction of 30 cents per hundred pounds, and in cases where there is delivery at one of the points the deduction will be 15 cents.

As it was found that the companies were doing business in many instances at an actual loss under the present tariff, increases were permitted. These increases do not apply, however, to the general commodity rates, but apply only to the general merchandise scale. Under this ruling the charges on the movement of perishable goods will not be increased.

Does Not Effect Commodity Rate

The chief contest that arose was with reference to commodity rates under which perishable goods moved in bulk. On this question the board's judgment, which is written by the chief commissioner, reads in part as follows:

"The companies will obtain a fair measure of increase in their first class and second class rates. That increase, it is hoped, will prove sufficient to properly maintain the companies and the business, but whatever increase if placed on these commodities would form a reason (a comparatively small one, it is true, in most instances, but still a reason) for further increase in the charge made to the consumer.

"As I see it, it is not to the public interest, and not in the interest of the express companies themselves to afford the excuse that a raise in the price of transportation of these essential commodities would give for still higher charges against the public. I would dismiss the companies' application insofar as the commodity rates are concerned, entirely."

Increases Allowed on General List

The judgment finds that the railways and express companies are carrying on business at a large loss. In order to increase receipts and make good this loss, increases are allowed in the general merchandise scale, and in the special scale "N." The increases in the general merchandise scale amount to, taken over the whole country, an average increase of 45.94 per cent., in Eastern Canada; 23.75 per cent. on the prairies, and 11.48 per cent. in British Columbia.

The companies' waggon service is materially extended and on the basis of population, thus relieving many populated districts of Montreal, Toronto and other cities that have not had the benefit of a waggon service.

Deduction Required In No Delivery Sections

Over and above this, however, a radical change is made as to the companies' tariffs, as they will have in the future to carry goods at a lower rate when originating in or being delivered to points without waggon service, thus removing a discrimination which has been much objected to. Between points where no delivery service exists a reduction is made, having regard to the appropriate graduated table, of 30 cents per 100 pounds, and between points where but the one waggon service exists of 15 cents per hundred pounds.

Important concessions are made in case of traffic by extending the pound unit from 10 to 15 pounds, and by recasting the graduated table under multiples of five, both as to the price and weight, as against the companies' proposition of tables based on multiples of ten.

Soaps Again Advance to New High Levels

ANOTHER sharp advance has taken place in laundry soaps. This is the second this month. New prices are 50 cents higher than a wek ago, and a dollar higher than one month ago. Comfort, Surprise, Borax, Sunlight, Twin and Octogon. Gold and white Naptha, are now selling to the trade at $8.75 for boxes of 100 bars. Lifebuoy is quoted at $8. Sunny Monday at $8.50, and Fels Naptha at $8.80. The latter is unchanged from last week. Increasing costs of raw materials and the low price of glycerine are the chief factors contributing to the advance. The price tendency, manufacturers state, is decidedly upward. The increasing cost of not only materials, but labor, is having its effect on the market, and until improvement is noted in this direction, and easier prices prevail on fats, no lower quotations can be looked for on soap. Ivory soaps, too, show another advance, in addition to the 15 per cent. added on July 5th. Cases of large bars are now selling at $14.50, as compared with $12.70 on July 5th. Cases of the small bars are firm at $7.35. Soap powders are strong at last week's advance.

A NOVEL THIEVING METHOD

An audacious theft took place recently from the retail store of the United Farmers' Co-operative Society, King Street East, Toronto. Two men in a motor stopped at the society's headquarters, boldly entered the place, picked up two crates of eggs, placed them on the car, and disappeared. One of the crates was cut in halves to eliminate the name of the owner, made into separate cases, and left at the home of one of the thieves. The other case was taken to a house on the Kingston Road, there to remain until required by the alleged thieves.

Unluckily for the thieves, an employee of the United Farmers' firm noticed the number of the automobile, and when the theft was discovered he imparted this information to the police, thus leading to the arrest of the culprits.

Cocoa Shows Sharp Advance

Two Manufacturers Name Higher Prices, Effective This Week —A Jump of Eight Cents Per Pound

AMONG other things that show advances this week is cocoa. The rapidly advancing quotations on cocoa beans is the cause of the advance. Manufacturers are paying much higher figures for the raw materials now, and these of course must be reflected in the manufacturers' prices to the trade. Fry's cocoa has advanced from 40 cents to 48 cents per pound. Half pound tins in dozen lots are selling at $2.88, as compared with a previous price of $2.40. The advances went into effect this week. Cowan's Perfection cocoa that formerly sold at $4.60 for one dozen pound tins, is now selling at $5.25. The half pound tins have advanced 30 cents per dozen to $2.75, and the quarter pound tins are up 10 cents at $1.45. Cowan's Empire breakfast cocoa is now $3 per dozen, as compared with $2.75 previously. Baker's cocoa is selling at 43 cents per pound. It advanced two cents per pound about one month ago.

Supply of Walnuts Light

French Walnuts at Shipping Point Are Quoted at 30 Cents—Almonds and Peanuts Also High.

AS was announced in CANADIAN GROCER last week, fall quotations on nuts are likely to be very high. Further advices, received by importers during the past week, substantiate the prediction. There is a very heavy demand in the United States for all kinds of nuts, and Great Britain is a big buyer. In regard to walnuts, the supply will be light. Announcement from France is to the effect that the new crop will be a short one. Labor, too, has been scarce. The first price, that is on consignments at shipping points, has been placed at 30 cents per pound, the present quotation on Grenoble walnuts to the retail trade. Almonds, too, promise to be very high, and supplies will not be at all plentiful. Already prices show advances of three cents on figures of one month ago. Shelled almonds just at present are almost exhausted. Peanuts are advancing steadily, and prices are much higher than two months ago. Before the new crop is available, quotations are likely to be considerably stronger. Brazil nuts advanced this week, and as was stated in the last issue, the present crop is likely to be cleaned up long before the usual time.

U.S. Tomato and Corn Holdings Almost Double Former Years

Stocks of Canned Tomatoes and Corn Show Enormous Reserves—Heavy Increase in Canned Salmon Also—Other Commodities in Lessened Supply.

OVERSTOCKS of food products on the American market must of necessity have their effect on closely associated Canadian markets. Consequently the report of the United States Department of Agriculture on present stocks on hand are of great value.

According to the latest survey of food stocks by the Department of Agriculture, the stocks of tomatoes, corn and salmon are appreciably greater June 1 this year as against last. With the exception of buckwheat flour, mixed flour and condensed milk, they are the only commodities in greater supply than last year. Of tomatoes there are 102.3 per cent. more than in 1918, 91.8 per cent. more corn and 20.1% more salmon. Sugar, beans, rice, rolled oats and evaporated milk show a decline in quantity over last year.

Tomatoes Double Last Year

Elevators, warehouses, and wholesale dealers reported stocks of dry edible beans amounting to 5,291,550 bushels, while wholesale grocers and warehouses reported the following commodities in the quantities indicated: Cleaned rice, 90,013,887 pounds; rolled oats, 37,641,123 pounds; canned salmon, 110,202,642 pounds; canned tomatoes, 199,998,969 pounds; canned corn 86,649,754 pounds; sugar, 225,345,574 pounds. These stocks represent the following percentages of the corresponding stocks on hand June 1, 1918: Beans, 96.5 per cent.; rice, 93.1 per cent.; rolled oats, 77.7 per cent.; canned salmon, 120.1 per cent.; canned tomatoes, 202.3 per cent.; canned corn, 191.8 per cent.; sugar, 95.4 per cent.

Evaporated Milk Stocks Higher

Stocks of condensed and evaporated milk were reported by condensaries, cold storages, warehouses, and wholesale grocers, as follows: Condensed milk, 68,388,528 pounds; evaporated milk, 110,159,055 pounds. The holdings of condensed milk reported for June 1, 1919, represented 105.6 per cent. of the stocks held by the same firms a year earlier, while the holdings of evaporated milk represented 79.7 per cent. of the June 1, 1918, stock.

MAY HAVE CORK FACTORY

It is reported that a large cork factory will locate at Port Colborne, Ont., the factory to employ about one thousand persons. The plant will occupy a site on the lake-front.

HOW TO EXPLAIN THE ADVANCE IN COFFEE

How should roasters and dealers explain the advance in the price of coffee? asks the Tea & Coffee Trade Journal, New York, and answers it own question as follows:

We suggeest it to be done truthfully and simply. Roasters might say: Coffees are up and may go higher because of the shortage of stocks here and wild speculation in Brazil—but only for immediate needs, as a reaction is not far distant. Dealers might say: Coffees are up and may go higher because of a shortage here due to war-time restrictions and an orgy of speculation in Brazil. But only as you need it; coffee prices are certain to recede, although they will never return to the former low level, as there has ben a natural, normal increase in the cost of production which must be met. Don't hoard coffee. It is most satisfying when fresh. Fresh coffee is more important than fresh bread.

CANADA'S WHEAT PLACE

In average yield in bushels per acre of wheat in the great wheat growing countries of the world, Canada is fourth among eleven countries. The United Kingdom is first with 31.9 bushels, Germany next with 31.8 bushels, Austria third with 20.2 bushels and Canada fourth with 20.0 bushels per acre, according to statistics compiled by the Department of the Interior.

ALASKA RED SALMON PRACTICALLY CLEANED UP IN U.S.

It is stated from San Francisco that the Alaska red salmon is practically cleaned up in the States; Europe is credited with taking the most of it. It is understood that Canadian jobbers had placed orders, however, and it is expected that they will get delivery.

A Minimum Price for Wheat Probable

THE important question in the milling industry at the moment is the fixing of a minimum wheat price for the coming crop. This matter is under consideration at the present time, and as yet no decision has been reached. It is probable, however, with wheat already cut in parts of Ontario, that the question will be settled very shortly. While, of course, there can be no definite figure stated in advance of the official announcement, prominent milling officials believe that the minimum will be set around $1.75. The setting of a minimum price is undertaken to give the necessary stability to the financing of the crop without the onerous financial difficulties incident to a set price at the present time.

With the United States maintaining a set price of $2.26 there is little likelihood that they will open the market to outside grain, for despite the world scarcity of food, that price represents pretty well a maximum. This means that Canada will have to pretty well look after her own crop. In the past the financing of the crop has been a serious factor under a set price, of course, that did not represent a speculative transaction, but it was feared that with an open market, it might be somewhat difficult to obtain the necessary finances to handle the crop. With a minimum set anywhere about the figure suggested above, however, there should be no difficulty in this regard.

Two photos of the record crowd of the Hamilton grocers' recent picnic leaving the boat for the picnic grounds.

One of the busy officials of the grocers, J. Venator, an officer of the Sports Committee who did yeoman service during the day.

Hamilton Grocers Have Record Picnic

Thousands Seize the Opportunity to Meet Together, and Spend One of the Days of Their Life

THE annual picnic of the Hamilton grocers held this year at Wabasso Park on Wednesday, the 16th, will set a mark for many another event of the kind. It was roughly estimated that there were upwards of 10,000 people at the park, most of them grocers and their friends, and the steamer Modjeska had to make a large number of trips during the day to help out the regular boat in handling the crowd.

Conditions could hardly have been more favorable. The day was warm, and sunshiny, but at the park the cool breezes from the bay made everything pleasant and everyone took full advantage of these happy conditions to thoroughly enjoy themselves. There was no untoward accident to mar the pleasure of the day, and the tired folks who steamed homeward in the evening, all bore evidence that it was a day to be long remembered.

With the first boat loads of picnickers started for the park with their lunch baskets determined to make a day of it, and every succeeding boat brought its hundreds from the city and surrounding districts. Many found it more convenient to come by auto, and there were literally hundreds of cars parked in the open space in the rear of the grounds.

Baby Show a Feature

The baby show was one of the first items on the program and got the day off to a good start. There were enough entries to make the task of the judges an arduous one, but there was such good feeling displayed everywhere, in this and other contests of the day, that being a judge wasn't at all an unpleasant matter.

There was a list of 32 events that followed one another in regular succession during the morning and afternoon and kept the throng interested and excited. There were contests for everyone, and no pains had been spared to make these a success, and there was plenty of novelty to hold the interest. There were prizes, too, well worth contending for, supplied in many instances by the friends of the trade.

The big feature of the morning was the soft-ball game between the grocers and the travelers. Few professional teams have had a more enthusiastic audience. The score doesn't matter; nobody seemed to be too sure of it anyway, but the game was a big success, and both grocers and travelers put in their very best licks to win. This game was followed in the early afternoon by a ladies' baseball game between the Westinghouse Company and the T. Eaton Company.

For those not athletically inclined there were other items of interest. Prince Napoleon gave his thrilling exhibition on the high wire, while the Midway shows and the ice cream booth provided other points of interest.

During the day the 91st Band, under the leadership of Bandmaster Stares, provided music for the crowds and Lomas' orchestra played the accompaniments to the pavilion dances. Rube bands, clown bands, carnival parties gave a touch of color and gaiety to the scene.

There was something for everyone to do and everyone was very intent on doing it, which is the demonstration of a successful picnic.

A goodly part of the credit for the success of the picnic lies with the games committee.

Be careful how you joke with customers whose sense of humor is an unknown quantity with you. Some people have no sense of humor and take offense at a joke.

Brantford Grocers and Butchers Hold Successful Picnic

The Day at Mohawk Park an Unqualified Success—Many Novel Stunts Pulled Off—A Great "Get-Together" Occasion

WITH 3,000 people on the grounds at 2 o'clock, the big annual grocers' and butchers' picnic at Mohawk Park was off to a start that marked the beginning of a long afternoon and evening of fun for all. Planned as a whole day affair, the program of sports in the afternoon was an uninterrupted round of good contests and exhibitions for everyone. F. S. Bain and Ed. Cutmore kept the rings going, and the crowds watched the races, then enjoyed the ball game, and finally were keyed up to interest in the baby show, which proved to be the feature of the day.

The grocers and butchers were out to have and give a good time, and no one was disappointed.

People arrived on foot, in autos and by the street cars. One Ford car held a family of 14 as it entered the grounds;

(Continued on Page 35.)

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

JOHN BAYNE MACLEAN - - - - - President

H. T. HUNTER - - - - - - Vice-President

H. V. TYRRELL - - - - - General Manager

THE MACLEAN PUBLISHING COMPANY, LIMITED

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, Power House, Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, Canadian Motor, Tractor and Implement Trade Journal.

OFFICES

CANADA—Montreal, Southam Bldg., 128 Bleury Street; Telephone Main 1004. Toronto—143-153 University Ave.; Telephone Main 7324. Winnipeg—1103 Union Trust Bldg.; Telephone 3449. Vancouver—39 Tenth Avenue West.

UNITED STATES—New York—Room 620, 111 Broadway, New York; Telephone 8971 Rector. Chicago—Room 1401, Lytton Bldg., 14 E. Jackson St.; Telephone Harrison 9133. Boston—C. L. Morton, Room 734, Old South Bldg.; Telephone Main 1024.

GREAT BRITAIN—London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director. Telephone Central 12960. Cable Address, Atabek, London, England.

SUBSCRIPTION—Canada, $3.00 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, $3.50 a year; other countries, $4.00 a year. Single copies, 10c, invariably in advance.

PUBLISHED EVERY FRIDAY

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation. Copy of report will be sent to anyone interested.

Vol. XXXIII. TORONTO, JULY 25, 1919 No. 31

REDUCING PRICES

THE demand that some radical steps be taken to force down prices which is so constantly with us in one form or another, is seldom a far-seeing demand. It fails to see that these reductions cannot apply only to certain steps of the great processes of production. It is not only the retailer and the wholesaler that must suffer, nor yet the manufacturer, for when they suffer the worker and the producer must also suffer. We are face to face with a vicious circle. Costs of goods cannot go down without a reduction in the wages and salaries of those who produce the goods, and artificial remedies for high prices are very apt to be loaded.

A LOST SHERLOCK HOLMES

CONAN DOYLE is the latest celebrity to spring into the limelight on the cost of living question. He prophesies an uprising in England if prices increase, and suggests imprisonment as the best way of remedying the situation. He is not very definite on this imprisonment question, but he is convinced of its efficacy. The well-known author has discovered something, not very new it must be confessed, for the cost of living question has been bandied about till it is pretty well exhausted, but he has not used that incisive reasoning of the great Sherlock Holmes to get to the bottom of the matter. It is not the Conan Doyle of Sherlock Holmes fame that speaks, but Sir Arthur Conan Doyle of the spirit seances.

BUT WOULD HE BE RIGHT?

W. F. O'CONNOR, when giving evidence recently at Ottawa, stated that if he were a Cabinet Minister he "would move to-morrow that the Government take over all the cold storage plants in Canada, and operate them."

Very probably Mr. O'Connor would do just that, for he ought to know better than anyone else the easy popularity that comes from just such ideas. It does not of necessity follow, however, that Mr. O'Connor would be right. He is only omniscient in the eyes of certain Toronto newspapers who are eager for any argument to bolster up a case.

It has yet to be proven that the public profits by Government operation. The United States has had several notable examples of late. The Government, for instance, operated the railways in a way that a long-suffering public would never have borne from any private corporation. And did they profit by it? They most unquestionably did not. For that bedevilled service they were permitted to pay a 25 per cent. increase in rates.

Mr. O'Connor might, of course, turn the packing business over to the Government, if he had the power, but he has even then to prove that bacon would be cheaper rather than dearer.

REMEDIES THAT DO NOT CURE

OF the various schemes for overcoming the high cost of living, the idea of fixed prices has probably been the most popular. In some European countries the popular clamor has caused Governments to take action in this regard and to decree a fixed price far below the current market figures. It is doubtful, however, if any of the thoughtful statesmen see a real remedy in the artificial interferences with natural laws. Premier Nitti of Italy, where such a scheme has been tried, voices his own disbelief in its efficacy, and expresses his belief that it can only intensify the difficulty.

"I fully appreciate," he declares, "the serious situation caused by the popular exasperation at the long-continued excessive prices, conditions which justified the temporary application of drastic measures, such as the fifty per cent. reduction in prices, but I appreciate also the fact that such measures cannot form a permanent remedy.

"Indeed, such measures intensify the trouble by causing a simultaneous increase in consumption and decrease in supplies on account of the price of some articles arriving at a non-paying level."

The Italian Premier is statesman enough to understand that the only sound way of meeting these conditions is by production. Given an ample production matters will regulate themselves without outside interference.

Detailed Expenses Under 10 Per Cent.

What One Merchant Did in the Way of Constructing a Business—Some Comments on the Methods—Other Facts—Stunts in Present-Day Retailing.

By HENRY JOHNSON, Jr.

FROM Manitoba, where there are so many efficient merchants, a grocer writes to me:—

In a recent story in CANADIAN GROCER you take considerable pains to convince a few skeptics that a business can be run at a cost of only eleven per cent. on turnover.

Just over seven years ago I tried numbers of grocery stores in Calgary seeking employment. It was useless, two things being against me: Age, forty; nationality, English.

Things becoming desperate, only $200 left, I took an empty store in a town which, from reports, was not only sleepy, but dead. With so little capital credit was impossible; and why should anyone pay me cash when long credit was common?

Without any flourish of trumpets, I commenced giving a cash discount of five per cent., with the result, from the start, including a reasonable salary for myself, expenses have never gone over ten per cent. I will not weary you with details how it is done beyond including a summary of last year's expense account, which proves the point.

Yours, etc.,

GROCER.

Statement

For some little time other goods have been added to groceries, but have not reduced percentage of cost (of operation?).

Turnover, 1918, a little over $70,000.

	About	
Salaries, including myself.....	5½%	$3,850.00
Interest on present capital and Depreciation	1½%	1,000.00
Paper and Twine	⅝%	440.00
Rent	½%	360.00
Taxes	¾%	260.00
Insurance	⅝%	450.00
Fire and Light	⅜%	270.00
Sundries	½%	350.00
Total		$6,980.00

An Inspiring Record

I have asked this man to send me further details, not only of "how it was done," but everything. I should like to know just what is his present worth and every other detail of how he operates his business; for he knows where he is going and will not go astray.

Just glance at some of those facts: Aged forty. Total possessions, $200. Opens in an empty store in a dead town—does not even take over a run-down business which might have some good will attached to it. Then, with that kind of start, he supports himself, pays cash for his goods, and last year, within seven years of his start in a "dead town," he sells $70,000 worth of mixed merchandise!

And that is not all. He says the addition of other lines has not enabled him to reduce expenses. The wonder is that such additions have not enhanced expenses. For of all lines of merchandise, groceries are either the least expensive to handle or come second in the list. Mixed merchandise is the most expensive of all, barring only jewelry, drugs and one or two other special lines.

So this man's showing is exceedingly good; and I am mighty glad to get it, as I am always glad to have added demonstration that there is plenty of room for the earnest, determined man in the grocery business!

Some More Statistical Facts

Investigations by the Curtis Publishing Co. indicate that the food business of the United States amounts to $4,500,000,000 a year, and the National Wholesale Grocers' Association makes certain estimated divisions between various classes of stores. It assigns 22 per cent., say, $990,000,000 to meat markets, leaving $3,510,000,000 for the various forms of grocery distributing agencies, divided roughly as follows:

$1,705,500,000,	37.9	per cent., to the corner grocery stores.
900,000,000,	20	per cent., to general stores.
405,000,000,	9	per cent., to rural stores.
49,500,000,	1.1	per cent., to mailorder stores
148,500,000,	3.3	per cent., to chain stores.
301,000,000,	6.7	per cent., to "other" stores.

If we accept the estimate of 110,000,000 people as the present status of the United States and allow that there are 375,000 retail food distributors of all kinds in the country, which figures are generally regarded as fairly accurate, we have some interesting deductions to make.

For those figures will then give us $9,360 as the average turnover of each food distributor, and will show that each one supplies 293 1-3 people. Thus the contention that around three to the thousand population is the saturation point of grocery distributors. Probably this fact accounts for the ebb and flow of increase and decrease in the number of stores in various communities around the static figure of three to the thousand.

Anyway, these plain facts, garnered from the two sources, are well to keep in mind and think over as conditions which influence, or control the grocery business. For, when all is said, facts underly success or failure.

Extremes in Turnover

A self-serve store which I visited lately does a business of $20,000 a week on a stock of $34,000, making 15 per cent. gross margin. Thus its stock turned completely every two weeks. It is experimental as yet, though the owners think they know just how it is coming out, so final results cannot be given; but certain possibilities may be considered as pointing to its earning capacity on its present turnover of $1,040,000 a year.

If there is a net earnings of only 1 per cent. on sales, it will make $10,400 a year, or 30½ per cent. on its stock investment. If it makes 1½ per cent. it will show $15,600 a year, or nearly 46 per cent. on its stock investment. While if it can scrape through with 13 per cent. expense—as seems not at all unreasonable to hope for—it will earn $20,800, or over 61 per cent. on its stock investment.

Moreover, that business is in its infancy. Its capacity for growth is practically unlimited, and the confident expectation is that it will be running to upwards of $3,000,000 turnover within two years. Figure it out for yourself and see how nearly you can emulate its performance in your own store.

Against that record stands a very high grade credit grocer, who says that, aside from sugar, flour and other heavy staples, his stock is turned only 2½ times a year. He has plenty of money, buys long on futures and imperishable stocks, and thinks he is making money this way. I do not agree with him. I think that his money loaned out at 4 per cent. would be much more productive. Let us take a little equation and see. Incidentally, here is a distinct "knock" against all buying to "save" against an expected market advance. Let us suppose a commodity which costs $1.00 the dozen, on which you plan to make 20 per cent. Let us say that one man buys a dozen a month, paying the current price, while another buys four dozen at the low price. Let us figure that each sells a dozen a month and each follows the market promptly as the goods enhance in value. Here is the way it will work out:

Fallacy of Long Buying

Buy 1 dozen, $1.00, sell 20 per cent. higher, $1.25, make gross	$0.25
Buy 1 dozen, $1.10, sell 20 per cent. higher, $1.37½, make gross	.27½
Buy 1 dozen, $1.25, sell 20 per cent. higher, $1.56¼, make gross	.31¼
Buy 1 dozen, $1.40, sell 20 per cent. higher, $1.75, make gross	.35
Gross earnings, total	$1.18¾

Here the average cost of the goods has been $1.18¾ per dozen, and the average investment, let us say, is half of that, or 59 7-8c. It is not so much because the man discounts his bill at the end of 8 or 9 days, so has that extra time without investment at all; but let it go at that. In this case the capital gross earnings run to 200 per cent.

Meantime, the other man buys the entire 4 dozen for $1 per dozen, or $4 total investment, and he advances his price each month so that his gross earn-

(Continued on page 35.)

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

QUEBEC

Lambris & Langis, grocers, Montreal, have dissolved partnership.

Jacques Courteau, grocer and hardware, Nicolet, has sold his stock.

Alex. M. McLeay, Sr., of McLeay & Riddle Bros., Danville, is dead.

Francois Lavallee, general merchant, St. Jean, Port Joli, is dead.

H. Cote, general merchant, St. Faustin Station, has sold to Henri Filion.

Fred McBride of John T. McBride, importers, Montreal, was in New York last week for several days.

C. Ritz, Montreal manager of Robin Hood Mills, Ltd., is away to the West. Mr. Ritz will perhaps be absent several weeks.

T. Fujita of Kobe, Japan and Vancouver, B.C., was in Montreal last week. Mr. Fujita stated that the new rice mill at Vancouver, being erected by his firm will be completed and ready for operating about October of this year.

Sir Hormisdas Laporte, President Laporte, Martin, Ltd., is continuing his duties as chairman of the War Purchasing Commission for a few months. Sir Hormisdas reports having enjoyed a most successful fishing trip, with a big catch to his credit.

ONTARIO

Chas. T. Miller, manager of the Toronto branch of the Red Rose Tea Co., Ltd., is on holidays this week and next at his old home in Orono, Ont.

R. O. Pye and J. C. Longchallon, of Gunn's, Ltd., Front Street East, Toronto, are spending a holiday fishing at Trent Bridge, Ont.

G. B. Cunningham has been appointed manager of the grocery department of the Northway, Grant Co. departmental store at Orillia. Mr. Cunningham was formerly in charge of a store in North Toronto.

H. G. Pack, who, until a few weeks ago, was in charge of the grocery department of the Northway, Grant store at Orillia, has gone into business for himself in that town, having purchased the business of James McKerroll.

Donald Nicholson, who, a couple of months ago, disposed of his grocery business on Roncesvalles avenue, Toronto, to Loblaw Bros., has gone to his home in the Old Country for a well-earned holiday. He sailed on Saturday last.

J. H. Collis, of the Fry Cocoa Co., was in Toronto this week on a visit to the company's offices. Mr. Collis is resident general manager of the company in Canada. He went from here to Brooklyn, N.Y., where he will visit the factory of the company there.

BUSINESS CHANGES

Alfred G. Went, grocer, Toronto, has sold to Mrs. Connell.

I. J. Katzman, grocer, Windsor, has sold to C. N. Anderson.

Rourke & Son, Southampton, Ont., have opened a new grocery store.

Albert Misch, Walkerton, Ont., has moved from Amelia street to Durham street, now occupying a much larger and better equipped store.

Mrs. A. McIntyre, Toronto, has sold to Lockerbie & Fricker.

A. N. Maitland, grocer and meats, Sarnia, has sold to D. Hislop.

Howard Richardson, of Huntley, has sold his store and his 50 and 100 acre farms to Solomon White. Possession will be given next April.

A change has been made in the organization of the business of Arthur Meighen & Bros., Perth, Ont., which was formerly owned by the late Wm. Meighen. The members of his family are continuing the business and for that purpose a company has been formed under the name of Arthur Meighen Brothers, Ltd. The officers of the company are as follows: Dr. Wm. A. Meighen, president; James M. Meighen, vice-president; Miss Leonore M. Meighen, secretary; Hugh Robertson, treasurer.

W. A. Day, who formerly conducted a grocery business in Mary street, St. Thomas, Ont., has purchased the grocery and provision business, together with the building, of ex-Ald. T. S. Poole, at the corner of Ross and Locust streets. Mr. Day taking immediate possession. Mr. Poole has been in business in that district for the past nineteen years.

GUNNS, LIMITED, TORONTO, TO HAVE STORAGE BUILDING

Gunns, Limited, Toronto, have obtained a permit for the erection of a storage plant. The large packing plants were considerably hampered during the recent cessation of export buying, by the lack of facilities for storing their products. The new building at the Gunn plant, will look after the need The building is to cost $225,000.

ST. THOMAS, ONT., PACKING CO. HAS SMALL BLAZE

A small blaze at the St. Thomas Packing Company's local plant caused some little damage recently, but through the quick work of the fire department the damage will not exceed a few hundred dollars. The alarm was turned in between 3 and 4 o'clock, and in less than a couple of minutes the firemen were on the scene.

IMPERIAL EXTRACT CO BUILDING

The Imperial Extract Co., Toronto, are adding a 3-storey brick addition to their factory to take care of the growing needs of their business.

CONCILIATION BOARD FOR BAKERS

The Minister of Labor has appointed a Board of Conciliation to deal with the dispute between some twenty Master Bakers of Toronto, and their bread drivers. It is stated that there are about 600 men directly and 800 indirectly involved in the dispute. The men were on strike, but have now gone back to work.

The Master Bakers have appointed F. H. McGuigan, of Toronto, as their representative on the board, and W. Clay will represent the men. They will elect their own chairman, or failing an agreement, he will be appointed by the Minister.

CELEBRATED THE OPENING

J. G. Johnston, of Prairie Siding, Ont., gave his friends a treat last evening in the way of a dance and reception which was held to celebrate the opening of his large new general store recently completed in that town. Refreshments were served the patrons and people in attendance and a social evening was thoroughly enjoyed. One of the features of the opening was a dance which was given in the fine new dance hall over the store. Crakle's orchestra furnished the music.

TORONTO GROCER, HIS PAINFUL EXPERIENCE

Fred Davey, the five-year-old son of E. Davey, grocer, 2219 Dundas street, Toronto, is now out of danger after having been in a critical condition for five days. He was taken ill with whooping cough and after a violent fit of coughing became unconscious from a hemorrhage of the brain. An operation was performed but no hope was held for the lad's recovery for several days. Later, however, he took a turn for the better, and is now making good progress toward recovery. Mr. Davey, the boy's father, had a painful experience in connection with the case. In an effort to relieve the lad during a choking spell he put his finger in his mouth, and the child, while coughing, bit it. Blood poisoning developed, but was checked by prompt medical attention, although the finger was greatly swollen and exceedingly painful.

FEED MAN SEES NO LOW FEEDS

Wallace J. Baker, sales representative for the Canadian Feed Manfg. Co., Ltd., Fort William, believes that there is no hope of low feed prices this year. This is suggested by the crop conditions in Canada. Ontario and all the Western provinces with the exception of Manitoba, Mr. Baker states, are producing but a small crop, and much below the average. There can be but one result, and that is the continuance of high prices. Feeds will, as a matter of fact, be probably much higher than at present. The demand will manifest itself again later in the season and when keen competitive buying starts there will be a strong tendency upward. Mr. Baker believes that Germany will be a factor in influencing prices for she will require large supplies and will be willing to pay the price necessary to procure them. With no surplus in hand now there is poor prospect of relief in the matter of prices.

WHOLESALE GROCER STAFF PICNICS

On Saturday last the male employees of Hudon, Hebert and Co., Ltd., Montreal, motored to Riviere des Prairies for a day's outing. There were 101 in the party out of the 150 odd male employees of the firm, and the picnic grounds, situated at the junction of the St. Lawrence and Riviere des Prairies Rivers, was pronounced ideal. The motor trip occupied two hours each way, and the scenery was very inviting. Games and contests were indulged in and a baseball match pulled off between the warehouse and office staffs. This resulted in a score of 15-6, favorable to the winners. The day was acclaimed one of the best yet enjoyed, and through the kindness of the management, the luncheon, drinks and transportation were provided.

BRANTFORD GROCERS' PICNIC

(Continued from Page 31.)

all were smiling and prepared to enjoy themselves.

Auto trucks and delivery carts were pressed into service yesterday, and the buthers, under captains A. Harp, grocers, did their best to carry down as many kiddies to the park as possible.

All who entered the ground received a tag reading, "Get acquainted," and marked with a number. This device led everyone to take an interest in his neighbors' number, and a friendliness spread through the big crowd.

The Ball Game

The ball game that started the ball rolling was between the grocers and the butchers, under captains A. Harpe, grocers; G. M. Gress, butchers. This was a sure win for the butchers as seen from the start, but the grocers had a plucky team, for they kept right on till the end, when the butchers were proclaimed winners.

The Baby Show

The baby show, held in the pavilion, proved the best event of the day, for over forty entries were taken. The judges had a panicky time in choosing the winner in this event, for all were splendid babies, but at last it was done without any injury to the judges from disappointed mothers.

The judges were G. H. Hartmann, D. Wilson, Miss E. Mellen; and the prize-winning mothers were: Mrs. Oliver Whitaker, 232 Darling Street; Mrs. Frank Alderson, 61 Grand Street; Mrs. E. Sinden, 84 Marlboro Street; Mrs. Chas. Bygraves, 51 Walter Street; and Mrs. Alex. Merson, 171 West Street. The winners for the best pair of twins were: Mrs. Shuker, 110 Erie Avenue, and Mrs. Riches, 246 Wellington street.

The special prize to oldest lady on the ground who registered with the secretary before 4.30 p.m. was won by Mrs. G. F. Berger, 158 Market Street. Mrs. Berger is over 90 years, but is still hale and hearty.

The games were all run successfully, and everyone seemed satisfied over the results, no grumbling to be heard all day. Valuable prizes were given to the winners, who were as follows:

Girls' race under 15 years: 1, Katherine Pierce; 2, Winnie Smith, 3, Irene Peddie. Boys' race under 15 years: 1, Stephen Sparks; 2, John Manns, 3; Stan Carter. Married ladies' race: 1, Mrs. L. Harp; 2, Mrs. Lee; 3, Mrs. F. Cheney. Single ladies' race: 1, Miss G. Pierce; 2, Blanche Stuart; 3, Mary McDonald. Soldiers' walking race: 1, A. S. Post; 2, A. Bailie; 3, W. W. Bell. Grocers, butchers, drivers, clerks, 100 yards: 1, Fred Holt; 2, L. Van Evry; 3, Stanley Pierce. Married ladies' backward race, 25 yards: 1, Mrs. E. Wolfe; 2, Mrs. L. Harp; 3, Mrs. W. Britton. Married ladies' race: 1, Mrs. F. Cheney; 2, Mrs. V. Edwards; 3, Mrs. E. Wolfe; 4, M. Marra; 5, Mrs. B. Conlan; Soldiers' wives only, 50 yards: 1, V Edwards; 2, E. Wolfe; 3, F. Cheney; 4, M. Marra. Returned soldiers' race: 1, W. Martin; 2, W. T. Pamplin; 3, A. S. Post. Pick-o'-back race: 1, Russ. Whitlake and H. Harrigan; 2, Stan. Caret and R. Whitaker.

The Supper Event

About six p.m. came a very welcome break in the days' enjoyment, namely the call to the lunch tables. The tables were crowded, and parties were sitting around on the grass before table cloths laden with good things. The laughing crowds testified to the success of the day. After supper the numbers of the lucky cars were called out from the pavilion to an eager crowd. The winners of the boxes of candies being: No. 92, Mrs. Lowe; No. 502, Miss Foster; No. 1111, Miss Irene Merlihan; No. 1200, Mrs. Morris, 60 Charlotte Street; No. 602, Mrs. Spicer, 85 Park Avenue; No. 1915, Mrs. Longmuir, 69 Strathcona Avenue; No. 2004, Mrs. Bert, Mohawk Lodge; No. 716, Miss M. Chalmers, 34 Eagle Place: No. 901, Mrs. Ed. Campbell; No. 670, Leslie Reid. After this event came the dancing, which continued till well on into the evening, and so passed away the 18th annual picnic of the Grocers' and Butchers' Association.

The games committees were as follows:

Geo. Gress, John Kew, Pussel Gowman, A. Harp, E. Cutmore, A. E. Young, Don McDougall, F. S. Hartley, F. C. Harp, Geo. Townson, H. Teakle, W. H. Mellen, Art. Coulbeck, G. Devlin, R. J. Fennell, J. G. Page, R. Poerson, John Buckwell, and Secretary F. S. Blain.

DETAILED EXPENSES

(Continued from Page 33.)

ings is $1.93¾. Figuring his investment also at 50 per cent. of the total, or $2.00, here he makes less than 100 per cent. on his capital, against the 200 per cent. of the other man.

On this basis, the rapidly turning man can swing the same size of business on $598.75 that the other man swings on $2,000, or he can do with $5,987.50 what it will require $20,000 for the other man to do.

This takes no account of the two important facts: (1) That the hand-to-mouth buyer will never lose much on any declining market, while the other will lose heavily. (2) Chances are that the 4 dozen buyer will not follow the market up promptly, so will not make even as good as showing as I have allotted to him.

If you do not agree with me, "show me!"

CATALOGUES and BOOKLETS

S. F. Bowser and Co. have issued an attractive circular announcement showing their products, such as gasoline outfits, oil tanks, etc., in colors. Each article is described and the features of each are given. The booklet is entitled "Handsome Returns to Yourself." Another booklet being sent out is entitled "Systems for Oil Economy and Efficiency." It is also printed in colors, showing different equipment manufactured by them.

NEW GOODS

J. A. Manning o., Owen Sound, Ont., have placed on the market a new egg substitute called "Bake-Al-Rite." It is made from milk and corn. The manufacturers state it can be used to good effect in baking at a small fraction of the cost of eggs. It is also stated it will keep indefinitely, that it is made from pure foods, and does not contain a particle of egg.

Lawrason's
Snowflake
Ammonia
Saves 90 Per Cent Soap
Cuts grease · Saves Soap
A spoonful of Snowflake Ammonia softens a whole pan of dish water, dissolves the grease from the dishes—and saves its cost in soap.
Use it in kitchen, bathroom, laundry.
Snowflake
THE FULL STRENGTH
Ammonia

Up Goes Washing Down C Pr

Extract from The *Gl*

"Glycerine has dr pound, and as this soap the manufact soaps have taken prices by 50 cents $8.25. Another so advance of 40 cent up about 15 per ce

You know who suffers when p of sales.

There is a way to meet this inc has not advanced. Snowflake ing material does. For cuttin nothing to equal it.

Scores of your customers use S others who have yet to learn o This is the opportune moment of protest against increased pr substitute that does the work j better. Don't waste your time rials. On Snowflake Ammonia and on a lower investment at t

But Remember This:—All Am There are low grade powders business we have created.

SNOWFLAKE is the full stren tomers have seen advertised recommend.

Order Throu

S. F. LAWRA

rice of aterials ne Your its

nto, July 4th, 1919

ut 40 cents per is a by-product of several Canadian tunity of raising or from $7.75 to quoted at $7, an Toilet soaps are

p—less profit, a falling down

rices. Snowflake Ammonia will do anything any wash- and softening water there is

Ammonia, but there are many erful advantages.

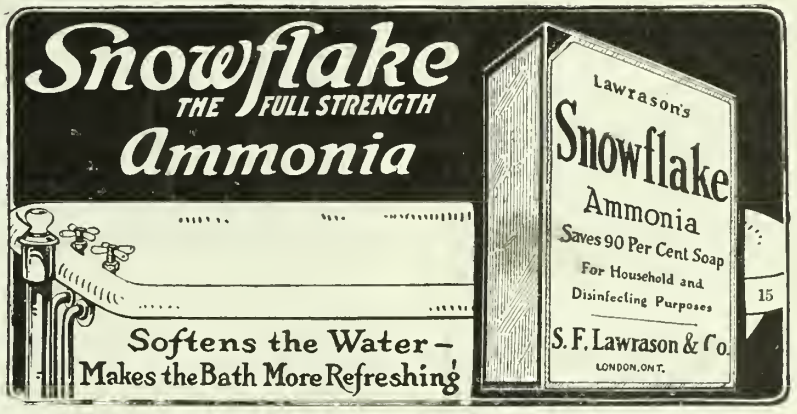
p" Snowflake. Meet the cry the logical suggestions of the ll, and for many uses much higher-priced washing mate- make a much larger profit,

wders are not "Snowflake." market that are hurting the

onia—the ammonia your cus- tly—the ammonia you can

Wholesaler.

& CO., LONDON, ONT.



NEWS FROM WESTERN CANADA

BUSINESS CHANGES

J. F. Tennant, Brandon, Man., has sold to J. S. McKelvie.

J. H. Fargey & Sons, general merchants, La Riviere, Man., have suffered loss by fire.

H. Harden, grocer, Winnipeg, has sold out.

A. F. Higgins, grocer, Winnipeg, has been succeeded by T. J. Harron.

L. Krisel, groceries and meats, Corydon street, Winnipeg, has sold to Edward Morris.

G. O. Bergstal, Vantage, Sask., has sold his stock and fixtures to Jos. Winberg.

The Wadena Trading Co., Wadena, Sask., has sold out.

E. G. Reitzel, grocer, Edmonton, Alta., has been succeeded by Jas. Anderson.

P. A. McNaughton, general merchant, Pickardville, has suffered loss by fire.

S. Cohen, general store, Theodore, Sask., has been succeeded by Cohen & Dolen.

R. H. WILLIAMS CO., REGINA, HOLD PICNIC

Regina Beach the Scene of a Joyous Gathering—A Long List of Sports

One of the biggest events in Regina retail circles in recent months was the picnic of the employees of the R. H. Williams Company. Advantage was taken of the usual Wednesday afternoon holiday, and to it was added the morning, the big store being closed all day on Wednesday, July 9, and all the employees, together with their families and friends, took the early special train to Regina Beach. All cares were left behind and there was no difficulty in finding pleasure and relaxation and plenty of it at the lake shore. Over 500 people were present.

After a ride on the train of over an hour and a half, the beautiful Regina Beach is reached, everyone is free to spend the day as he chooses. Some made for the water right away, while others engaged in various sports, while still others lounged around in the shade until after the noon lunch was over. In the afternoon a long list of sports was indulged in, prizes for which had been cheerfully donated by many of the leading wholesale firms in Western Canada, and by the Glasgow House officials. Some events were for the employees only, while others were open to the world. The water events were most popular and created no end of merriment. The single men, by a small margin, succeeded in wresting the baseball championship from the married men. The score was 11 to 10.

Buying by Carload and Delivering From Car Door

Method of Cabri, Saskatchewan, Merchant Proves a Great Success—A Strictly Cash Business

HERE is a tip that should be of value to country grocers. Out in the town of Cabri, Sask., on the Empress branch of the C.P.R., there is a merchant named Arthel Simard who has made a big turn-over each fall by shipping in carloads of groceries, potatoes and fruit which he sold direct to the farmer from the track, thereby avoiding the expense of drayage and handling.

Last fall Mr. Simard sold two cars of groceries, seven cars of potatoes and one car of fruit in this manner. The sales were all made for cash when the farmer was flush with money after selling his grain. The goods were sold off the cars in orders ranging from $40 to $100, many of the customers taking advantage of the low prices offered by this merchant to lay in their winter stocks.

It was these low prices that were the big drawing card. By disposing of his goods in bulk, and without the expense of handling, Mr. Simard could make a very attractive price, and he heralded the news of his selling exploit over the country by every means at his power. In the first place this merchant is one of the cleverest advertisers in Western Canada, making every inch of space count to draw trade. His announcements in the local weekly paper were catchy, but on the occasions of his sales from the track he outdoes himself. At such times he takes half a page of space, his ads. running the full depth of the page from top to bottom. He takes care to avoid overcrowding this space with matter, rather does he go to the other extreme, with the result that the announcements stand out in large clear type and are easy to read. The caption on these ads. reads:

BUY GROCERIES AT WHOLESALE PRICES

There follows a brief announcement with regard to the purchase of goods in carload lots and a statement of how they will be sold from the car on the track at stipulated hours, first come, first served. An effort is made to make the advertising appear unusual, and to make it look like the story of genuine bargains. Full down the page appears a tabulated statement of the goods offered for sale, preceded by their regular price, and with the sale price set forth at the end of the line in black figures. The effect is more or less spectacular as compared with the ordinary run of advertising in country newspapers.

Uses Personal Letter

To supplement this advertising, Mr. Simard sends a personally signed letter to every farmer in the district inviting his atendance at the sale, and uses the telephone liberally to reach any who may not receive their mail in time to attend.

At this time of year many farmers are employing two or three men to help with the harvest or threshing. Some of them operate threshing outfits that employ from 20 to 25 men, and the sale comes at an opportune time for them.

Groceries Sold by the Case

In the case of groceries they are sold by the case, and a carload is disposed of in quick order. In his grocery sales conducted in this manner last year, Mr. Simard had only one article of goods left over—pork and beans. The mention of pork to a farmer, after he has been using this form of diet all year, is most distasteful. In the sale of potatoes, whole carloads were at times disposed of in eight hours. The car of fruit shipped in was mixed in variety, but consisted largely of barrels of apples, pears, etc.

Business Triples in Three Years

The business of this merchant has tripled since he took it over three years ago, his sales last year totalling $89,000. He has branched out from an exclusive grocery store into the general store business, and everything is sold for cash with the exception of groceries. Prominently displayed in the various other departments of the store are big square printed signs reading: "Goods in this department are sold for cash only in order to compete with the mail-order houses."

Despite poor crops in this district, Mr. Simard says that the farmers appear to have the money, for his cash sales are increasing each week.

He does an extensive business in bran and flour, bringing in these commodities by the carload from time to time. Wherever possible he impresses on his customers to buy in bulk, using the argument that prices are constantly advancing, and that it will pay them.

Gossip from the B.C. Coast

Fred Moore, for many years associated with Wm. Braid & Co., Vancouver tea and coffee merchants, has left to enter partnership with J. W. Berry, engaged in the same business, and for the present will represent the firm between Calgary and Montreal.

Geo. L. Palmer, manager of the Winnipeg branch of the Red Rose Tea Co., Ltd., with his family, have gone to St. John, N.B., and the Maritimes, where he will spend a month's holidays. Mr. Palmer went by way of Toronto on his trip East.

"THIS IS ON US," SAYS VANCOUVER WHOLESALE HOUSE

A. MacDonald Co., Vancouver, Gives Picnic to Its Employees

A hundred and fifty of the employees of A. MacDonald & Co., Vancouver, and their families enjoyed the firm's hospitality on Saturday, when they went up to Bowen Island on the S. S. Bellina for a picnic. T. D. Stark, the manager, decided that such an outing might offer him an opportunity to express the firm's appreciation of the loyalty of the employees, of whom not one deserted the company in the recent strike, and would also afford an opportunity for the staff to have a reunion now that nearly all the employees are back from overseas. The various committees excelled themselves and when the many sports events had been decided to the satisfaction of the winners at least, and the entire company sat down to a generous banquet, the picnickers voted the whole event an unqualified success. It is planned to hold several more outings during the several months of summer that still remain. Among the guests of honor, as representing other branches, were Mrs. John Crawford and family, of Moose Jaw, and Mr. and Mrs. D. N. Stark, of Nelson.

E. J. Jardine was always found in tht thick of it when there was anything going on, whether it was baseball or hockey; he gave just as good an account of himself in the Big Game, and now he's back with W. H. Malkin & Co., Vancouver, B.C., where his smiling face was all that has been missing these last few weeks to make the place look like old times. His friends have surmised correctly—yes, we did steal this picture.

VANCOUVER MERCHANTS TO PICNIC AUGUST 6.

The retail grocers of Vancouver will hold their annual picnic at Bowen Island, on August 6. If past records count for anything there will and should be a tremendous gathering present at the picnic. Special arrangements are being made this year to have the picnic the most enjoyable that has ever been held.

TO ORGANIZE CO-OPERATIVE STORES

The Vernon branch of the G.W.V.A. has decided to take steps toward organizing a chain of co-operative stores throughout the Okanagan Valley. A committee has been working on the scheme for some time, and the plan was supported at a large meeting of the local branch held here last night.

GOSSE-MILLERD AGENTS

Gosse-Millerd Packing Co., Limited, Vancouver, B.C., have appointed selling agents for their fish products. These agents are Donald H. Bain & Co., Winnipeg, for Western Canada; Rose & LaFlamme, Ltd., Montreal, Eastern, and Thomas Flanagan, Halifax,, N.S., for the Maritime Provinces. The Gosse-Millerd Co. pack salmon, pilchard, deep sea trout and herring.

Developing Business Over the Phone

Vancouver Merchant Moves to a Side Street, but Keeps His Customers Through Phone Service—Answers the Phone Himself to Keep the Personal Connection Between the Customer and the Store.

By Canadian Grocer Vancouver Representative

F. W. WRIGHT, a Seymour street grocer, Vancouver, was at one time on Granville street, in the very centre of the high-rent district. About nine years ago he moved to the present location, a spot which, though within a block of the busiest retail street in the city, is, perhaps, for that reason, peculiarly quiet. The actual shoppers going along that street ordinarily would be nil, but in that store Mr. Wright has a turnover that would make many a more pretentious store suffer by comparison. The explanation? Well, Mr. Wright has been in the grocery business in Vancouver for twenty-seven years, and some of his best customers have dealt with him for almost that long, and most of them for the last ten years. The connection he built up when on the main street, he retained when he moved, and the service rendered was such as to merit a continuance of patronage and the "good word" to the new families that moved into the district.

Trusted the Grocer's Judgment

"When I first moved off the main street," said Mr. Wright, "my entire business was done on the phone. The customers I had when I moved to this out-of-the-way location," said Mr. Wright, "knew that I knew what would suit them. They knew that I couldn't afford, even if I were so minded, to recommend or deliver to them any article that I wasn't sure would please them as to quality. I can say without hesitation that nine-tenths of the orders I take over the phone, and that means that the largest percentage of my entire business for commodities, without any choice, preference, or mention of trade name, or brand. For instance:

Hasn't Lost a Marmalade Sale Yet

"I only stock one kind of marmalade. There are several good lines on the market, and there appears to be a new one every week, but I am satisfied that the kind I'm stocking is first-class quality, and a fair margin of profit is made on it; and I haven't lost a sale on marmalade yet. I simply say that I have this brand, which I can personally recommend (and I can), and that if it should fail to please I'll gladly refund the purchase price, and they take it on my suggestion and they keep on using it on its merits, for it has the merit or I couldn't afford to back it the way I do."

A Case in Point

Just at this point the phone called Mr. Wright away. The conversation, if we may be permitted to "eaves-drop," was like this: "Mrs. ——? Yes. Coffee? Yes. Vinegar? Yes. Eggs? Yes. Thank you, Mrs. ——." "That's an example for you," said Mr. Wright. "That lady didn't mention any brand of coffee or vinegar. I shall send her a pound of my own ground coffee; I'm satisfied that it's quite the equal of any of the various brands in tins, and it shows me a better margin."

'Phone Helps to Better Service

Mr. Wright claims that the telephone permits the manager of the store to attend personally to the customers. They recognize the proprietor's voice; know that he understands what they want; that he knows most likely what he has in stock; that as he knows his customers' likes and dislikes he won't waste their time suggesting a lot of extras, to which

(Continued on Page 47.)

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

GROCERY markets this week, from all important centres in the Dominion, show advances in several lines. The tendency of the markets appears to be generally higher, and there is nothing to indicate a return of lower values. Supplies in a good many instances are scant, and until this condition improves, markets are likely to be very strong.

MONTREAL—There have been some important advances this week. Nuts in the shell are marked higher and shelled also are up. It is probable that these will still further advance. Cream of tartar is marked up to 90c for the pure and white pepper is up to 55c per pound. Rolled oats and cornmeal are both higher this week in accordance with the strong grain prices prevailing. Cornflour is higher. Oat and barley feeds have taken on new high prices and oats and barley of the different grades are again advanced. More soaps are revised in price, the advances being about 50c per case. Ground oil cake is up, this being the result of high-priced flax. Chocolate and cocoa are moved higher.

The declines are few and apply only to green vegetables — tomatoes and new beets, while cherries are somewhat easier.

There is an immense sale for sugar. Rice, prunes, raisins and all dried fruits are very firm and will probably advance. Tea is very firm.

TORONTO—Several changes are noted in the grocery markets this week, and the general tendency is towards higher levels. Prices on all laundry soaps have again advanced 50 cents per case. Some toilet soaps, too, have risen to new levels. The stronger quotations on raw materials and the declines in glycerine are the causes of the higher market. The sugar situation is strong, with no changes in prices. Some wholesalers report very short supplies, but refineries state that there will be no scarcity. There has been some unevenness in the distribution, but it is expected that there will be plenty to meet all requirements. Corn syrups and corn starches are firm at last week's advance, but dealers are anticipating even higher markets in view of the situation in Chicago corn, prices of which are ruling very high. Cornmeal is also quoted higher this week. Manufacturers of cocoa have advanced their prices in some instances as high as 8 cents per pound. Teas and coffees are strong and values are likely to be higher. The market for spices, too, is very firm. Cream of tartar is unchanged. The outlook in nuts is for stronger quotations, as indications point to light supplies, when the demand increases in the fall. Rice has again advanced, and any available is quoted from two to three cents a pound higher. Canned goods are selling well, but many kinds are cleaned up. Salmon is a big seller, and considerable American salmon is being sold on this market. New prices are quoted on California prunes, and these show marked advances. Raisins are in light supply and very firm in price. Grecian currants are coming on the market at high prices.

In produce lines, the markets are for the most part firm. Eggs have advanced and production has fallen off. Cheese is slightly weaker on the boards, but prices to the retailer are unchanged. Butter is firm. Cooked meats are a very active sale, and fresh meats are at steady levels.

WINNIPEG—An advance of ½c per pound has been made in coffee prices and no lower quotations are anticipated. Beans have advanced from 25c to 40c per 100 pounds. The third advance since the beginning of the month has been made in soaps. Kosher Crisco has advanced 10c per case. Canned corn and tomatoes are very scarce with an advance of 25c per case on the latter. New prices are named on dried prunes and peaches.

QUEBEC MARKETS

MONTREAL, July 23—A steadily good business is reported by the jobbers and they make more of the shortage of many goods than of anything else. The difficulties of securing foodstuffs gives little promise of righting itself in the immediate future. Price tendencies are mostly upward.

Ground Oil Cake Up Chocolate Also Firms

Montreal.

OIL CAKE, CHOCOLATE.—An increased price is in effect for ground oil cake. The advance is $1 per bag to $4.75-$4.85. One line of private brand chocolate is advanced in jobbing circles two cents to 41c per lb.

More Soap Advances; Soap Powder, Too

Montreal.

SOAPS AND POWDERS.—There is still considerable revision manifest in soap prices. New prices on the following include an advance of 50c per case made on the 17th: Gold, Ivory, Surprise, White Naptha, Sunlight, Gilt Edge, $8.75 per case. Fairbanks' Fairy soap is advanced to $8.30 to $8.50, and in half cases, $4.25 to $4.35, according to size and quantity. Copoo soap is quoted at $8.50, and in half cases at $4.35. Gold Dust washing powder is quoted at $6.15 per case for medium; $3.15 for ½ cases, and $6.15 for the small. Imperial soap powder is quoted up 50c to $6.50 per case. Sunny Monday soap is now quoted at $8.50 per case.

Huge Demands Made For Refined Sugar

Montreal.

SUGAR. — Increasing demands are made for refined sugar, and there is no refinery but which is working to capacity that the need may be supplied. Thus far all appear to have received sugar in necessary quantities, although prompt delivery cannot always be made. The supplies in hand are large, but the meltings every week are enormously increased over this time a year ago. The basis is steadily maintained without change.

Atlantic Sugar Company, extra granulated sugars, 100 lbs.	9 95
Acadia Sugar Refinery, extra granulated	9 95
St. Lawrence Sugar Refinery	9 95
Canada Sugar Refinery	9 95
Dominion Sugar Co., Ltd., crystal granulated	- 9 95
Icing, barrels	10 15- 10 30
Icing, 25-lb. boxes	10 55- 10 70
Icing, 50-lb. boxes	10 35- 10 50
Do., 1-lb.	- 11 05
Yellow, No. 1	9 75- 9 55
Yellow, No. 2 (Golden)	9 45- 9 55
Yellow, No. 3	9 35- 9 45
Powdered, barrels	10 05- 10 20
Powdered, 50s	10 15- 10 50
Powdered, 25s	10 35- 10 60
Cubes and Dice (asst tea), 100-lb. bxs.	10 55-10 65
Do., 50-lb. boxes	10 65- 10 75
Do., 25-lb. boxes	10 85- 10 95
Do., 2-lb. pack.	11 95- 12 05
Paris lumps, barrels	- 10 55
Paris lumps (100 lbs.)	0 10 65
Paris lumps (50-lb. boxes)	- 10 75
Paris lumps (25-lb. boxes)	- 10 95
Paris lumps (cartons, 5-lb.)	- 11 70
Do., (cartons, 2-lb.)	- 12 45
Crystal diamonds, barrels	- 10 55
Crystal diamonds (boxes 100 lbs.)	- 10 65
Crystal diamonds (50-lb. boxes)	- 10 75
Crystal diamonds (25-lb. boxes)	- 10 95

Canned Goods Bound To Rule Higher

Montreal.

CANNED GOODS.—Indications are strongly in pointing upward on canned goods. There seems to be nothing short of a miracle in prospect if prices are to rule less on any line. Latest advices indicate that pack of peas will be materially less this year and it is unlikely that any of the canned fruits can be bought under present quotations, in fact these prices will probably appear cheap compared with those to rule later. Fruits are already very scarce, while vegetables have been widely distributed.

Canned Fruits—		
Apples, 2½s, doz.	1 40	1 65
Do., 3s, doz.	1 80	1 95
Do., gallons, doz.	....	5 25
Blueberries, 2s	....	2 40
Currants, black, 2s, doz.	....	4 00
Do., gallons, doz.	....	13 00
Cherries, red, pitted, doz.	2 90	3 20
Gooseberries, 2s, doz.	....	3 00
Do., 2s (pails)	2 77½	2 80
Peaches, 20 oz., doz.	....	....
Do., No. 2	2 80	3 00
Do., 2½ (best)	3 75	4 00
Pears, 2s	2 50	2 90
Do., 2½s	....	3 25
Do., 2s (light syrup)	....	1 90
Pineapples (grated and sliced), 2s	....	3 60
Do., 2½s	....	4 50
Plums—Lombard	2 00	2 20
Gages, Green, 2s	....	2 45
Do. (light syrup, 2s	....	2 00
Raspberries, 2s	4 00	4 25
Do., 2½s	....	2 60
Strawberry, 2s	....	4 50
Canned Vegetables—		
Asparagus (Amer.) mammoth green, doz.	....	5 75
Asparagus, imported (2½s)	4 85	5 25
Beans, Golden Wax	1 95	2 00
Beans, Refugee	....	1 75
Beets, new sliced, 2-lb.	....	0 95
Corn (2s)	2 10	2 35
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 25	7 50
Spinach, 3s	....	2 85
Spinach, California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Tomatoes, 1s	0 95	1 00
Tomatoes, 2s	....	1 50
Tomatoes, 2½s	....	2 10
Tomatoes, 3s	1,95	2 10
Tomatoes, gallons	6 00	7 62½
Pumpkin, 2½'s (doz.)	....	1 10
Pumpkins, gallons (doz.)	....	3 25
Peas, standards	1 45	1 55
Peas, early June	1 60	1 67½
Peas, extra fine, 2s	2 30	2 40
Do., fancy, 20 oz.	....	1 57½
Potatoes, Can. sweet, 2½-lb tins	...	....
Do., 2-lb. tins	....	2 75
Olives (in bls. 49 wine gals.), gal.	....	1 35
Canned Fish—		
Salmon—		
Chums, 1-lb. talls	....	1 90
Do., ½s, flat	....	1 00
1 lb. talls, cases 4 doz., per doz.	4 50	4 80
Pinks, 1-lb. flat	....	2 25
Pinks, 1-lb. talls	2 60	2 75
Pale, ½-lb., doz.	....	1 37½
Pale, 1 lb., doz.	....	2 37½
Pinks, ½-lb., doz.	....	1 62½
Cohoes, 1-lb. talls	....	3 75
Cohoes, 1-lb. flats	....	2 25
Cohoes, ½ lbs., flat	....	1 75
Red Springs, 1-lb. talls	4 00	4 60
Red Springs, ½ lb.	....	2 45
White Springs (1s)	....	2 30
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	....	2 25
Labrador salmon, 1-lb. flat	....	3 60
Pilchards, 1-lb. talls	1 90	2 00
Whale Steak, 1-lb. flat	....	1 90
Herrings, kippers, dz. (4 dz. case)	....	2 25
Herrings (tomato sauce), doz.	2 25	2 50
Haddies (lunch) (½-lb.)	....	1 00
Haddies, chicken (4 doz. to case), doz.	2 25	2 35
Canadian sardines (case)	6 25	6 75
Norwegian sardines, per case of 100 (¼s)	....	25 00
Oysters (Canned)—		
5 oz., doz.	....	2 60
10 oz., doz.	....	4 20
Lobsters, ¼-lb., doz.	....	3 25
Do., ½-lb. tins, doz.	....	5 10
Do., 1-lb. talls	....	8 25
Do., ¾-lb., doz.	....	6 00
Do., 1-lb. flats	....	8 25
Lobster paste, ½-lb. tins	....	3 50
Sardines (Amer. Norweg'n style)	....	14 50
Sardines (gen. Norwegian)	....	25 00
Sardines—Canadian brands (as to quality), case	6 25	17 50
Sardines, French	....	32 00
Scallops, 1-lb., doz.	....	3 25
Do., Eastern trade	....	2 65
Do., Winnipeg and Western	....	2 85
Scotch Snack, No. 2, doz.	....	4 50
Shrimps, No. 1	2 25	2 50
Crabs, No. 1 (cs 4 doz.)	....	6 75
Crab meat (Japanese), doz.	....	6 50
Clams (river) (1 lb.), doz.	....	1 90
Scotch Snack, No. 1, dz., Montreal	....	2 50

Good Bean Weather But Less Acreage

Montreal.

BEANS.—There is but litle domestic movement and yet prices are well maintained. The acreage sown in Quebec province this year is said to be very much smaller than that of a year ago, and if this is the case there will be a greatly reduced yield, even though the weather conditions have been favorable. The outlook at this time is for a steadily high basis, though prices may not reach the high levels of a year ago.

Canadian, hand-picked, bush.	5 00	5 60
British Columbia	....	5 00
Brown Beans	3 50	4 00
Japanese	4 50	4 60
Yellow Eyes	....	5 50
Lima, per lb. (as to quality)	0 10	0 12
Kidney beans	6 00	6 50
Peas, white soup, per bushel	3 25	3 50
Peas, split, new crop (98 lbs.)	....	6 50
Peas (blue)	0 08	0 09

Holders of Nuts Said to be Fortunate

Montreal.

NUTS.—Advances are strictly in order for nuts, and there have been increases in one quarter this week. Not only does this apply to peanuts, but to almonds, walnuts and filberts. The markets are strong and the products scarce, with every probability of higher prices prevailing in the immediate future. Some say that there are but strictly limited supplies on this continent, and that distribution of a large quantity could not be made now. The outlook is for higher prices.

Almonds, per lb.	....	0 28
Almonds (shelled)	0 57	0 60
Almonds (Jordan)	....	0 70
Brazil nuts (new)	....	0 20
Brazil nuts (medium)	0 15	0 17
Filberts (Sicily), per lb.	0 27½	0 31
Filberts, Barcelona	0 26½	0 30
Hickory nuts (large and small), lb.	0 10	0 15
Pecans (new Jumbo), per lb.	0 32	0 35
Peanuts—		
Jumbo	0 20	0 23
Fancy	0 16	0 17

Extras	0 12	0 14
Shelled, No. 1, Spanish	0 20	0 21
Salted Spanish, per lb.	0 25	0 26
Shelled, No. 1 Virginia	0 16½	0 18
Do., No. 2	....	0 14
Peanuts (salted)—		
Fancy wholes, per lb.	....	0 38
Fancy splits, per lb.	....	0 33
Pecans (new Jumbo), per lb.	0 32	0 35
Pecans, large, No. 2, polished	0 32	0 35
Pecans, New Orleans, No. 2	0 21	0 24
Pecans, "paper shell," extra large Jumbo	....	0 60
Walnuts (Grenoble)	0 29	0 35
Walnuts (new Naples)	0 23	0 25
Walnuts (shelled)	0 78	0 80
Walnuts (Spanish)	0 30	0 33

Note—Jobbers sometimes make an added charge to above prices for broken lots.

Retail Prices Will Be High For Prunes

Montreal.

DRIED FRUITS.—It is inevitable, it would now seem, that prices on prunes will be much higher. The basis for various sizes given out last week denotes a stiff advance over last year, and with those who did not place their orders early the difference will be very wide. It also would seem that even though the crop yield might be large, the shortage in Europe will have the effect of sending orders into this market, and especially from France. The crop there is said to be about 50 per cent. less than normal.

Apricots, slabs	....	0 25
Apples (evaporated)	....	0 22
Peaches (fancy)	....	0 27
Faced	0 19	0 20
Choice	0 20	0 24
Extra choice	0 21	0 24
12 oz., per pkge.	0 16	0 18
Pears	....	0 25
Drained Peels (old)—		
Citron	....	0 45
Lemon	....	0 36
Raisins—		
Bulk, 25-lb. boxes, lb.	0 18	0 20
Cal. seedless, cartons, 16 oz.	0 17	0 19
Choice seeded, 12 oz.	....	0 12
Fancy seeded, 16 oz. pkge.	....	0 14
15 oz.	....	0 17
11 oz.	....	0 13
Choice seeded, 15 oz.	....	0 16
Seedless, 11 oz. pkge.	....	0 14
Currants, old pack, 15 oz.	0 27½	0 28
Dates, Excelsior, per case (36-10s)	....	6 50
Packages only	0 19	0 20
Do., Dromedary (36-10 oz.)	....	7 75
Packages only, Excelsior	....	0 20
Do., Dromedary	....	0 22
Figs (layer), 10-lb. boxes	2 60	3 00
Figs, white (70 4-oz. boxes)	....	5 40
Do. (28 8-oz. boxes)	....	3 50
Do. (12 10-oz. boxes)	....	2 20
Figs, Spanish (cooking), 22-lb. boxes	....	0 14
Prunes (25-lb. boxes)—		
30-40s	....	0 32
60-70s	....	0 25
70-80s (25-lb. box)	....	0 22
80-90s	....	0 19
90-100s	0 15	0 17
100-120s	....	0 14
Peels—		
Orange	....	0 37
Cut mixed (1-lb. cartons), doz.	4 10	4 80
In 36 lb. case	....	12 75
Cut, 10-lb. boxes (lb.)	....	0 48

Big Export Orders; Rices to Cost More

Montreal.

RICE, TAPIOCA—Advancees are still freely predicted for rice and higher levels are expected to obtain ere long. There has been a heavy accumulation of orders for export in the States, and owing to the marine troubles there has been little or no shipemnt of late. Best grades are the scarce ones and these are selling on a somewhat nominal basis.

The only change made in tapioca is that on instant variety in packages, which is up 20c to $2.20 per doz.

Ice Drips—Japan (per 100 lbs.)	....	13 60
Carolina	....	15 00
Honduras	....	15 00
Siam, No. 2	....	11 00
Siam (fancy)	....	12 00
Rangoon "B"	10 75	11 00
Rangoon CC	10 50	10 75
Mandarin	....	11 75
Pakling	....	11 00
Broken rice	....	7 00
Tapioca, per lb. (seed)	....	0 12
Tapioca, per lb. (seed)	0 12	0 12½
Tapioca (pearl)	0 12	0 12½

Stiff Prices Hold For Maple Products

Montreal.

MAPLE PRODUCTS, HONEY.—No reduced prices are in effect on maple sugar or syrup. The farmers are holding stock, some assert, and the basis is likely to remain a high one. Buyers are not as numerous as they were and authorities believe there is a good supply in the country yet.

Honey of new production has been offered, although very little has come into the market yet.

Maple Syrup—		
13½-lb. tins (each) (nominal)	2 50	2 60
10-lb. cans, 6 in case, per case	15 10	20 15
5-lb. cans, 12 in case, per case	17 10	21 05
2½-lb. cans, 24 in case, per case	18 50	21 30
Maple Sugar (nominal), small lots	0 27	0 32
Honey, Clover—		
Comb (fancy)	....	0 30
Comb (No. 1)	....	0 28
In tins, 60 lbs., per lb.	....	0 26
30-lb pails	....	0 27
10-lb. pails	....	0 28
5-lb. pails	....	0 28
Buckwheat, 6-lb. tins., lb.	0 19	0 20

Is Firm Basis For Molasses and Syrup

Montreal.

MOLASSES, SYRUPS.—Not a great deal of molasses is moving, but the outgo is seasonable. Undertone of the market is steadily firm and no immediate declines are anticipated. The selling season will again see a good movement. Corn syrups are particularly firm, as are cane, but the high corn markets of late have decidedly changed the corn syrup basis. The advances of last week are fully maintained.

Corn Syrups—		
Barrels, about 700 lbs., per lb.	....	0 08¼
Half bbls.	....	0 08½
Kegs	....	0 08¾
2-lb. tins, 2 doz. in case, case	....	5 45
5-lb. tins, 1 doz. in case, case	....	6 05
10-lb. tins, ½ doz. in case, case	....	5 75
20-lb. tins, ¼ doz. in case, case	....	5 70
2-gal. 25-lb. pails, each	....	2 60
3-gal. 38½-lb. pails, each	....	3 85
5-gal. 65-lb. pails, each	....	6 25
White Corn Syrup—		
2-lb. tins, 3 doz. in case, case	....	5 95
5-lb. tins, 1 doz. in case, case	....	6 55
10-lb. tins, ½ doz. in case, case	....	6 25
20-lb. tins, ¼ doz. in case, case	....	6 20
Cane Syrup (Crystal) Diamond		
2-lb. tins, 2 doz. in case, per case	....	7 00
Barrels, per 100 lbs.	....	9 75
Half barrels, per 100 lbs.	....	10 00
Glucose, 5-lb. cans (case)	....	4 80

	Prices for Island of	Montreal
Barbadoes Molasses—		
Puncheons	0 98	1 03
Barrels	1 01	1 06
Half barrels	1 03	1 08
Antigua Molasses—		
Puncheons 6	....	0 95
Barrels	....	0 98

Note—Prices on molasses to outside points average about 3c per gallon less.

Cream of Tartar Up; White Pepper, Too

Montreal.

SPICES.—The strength of the market on white peppers has been pointed out in CANADIAN GROCER for some time and there is now an advance to 50-55c per lb. Cream of tartar, too, is up, the basis being as high as 90c for French pure. The general movement is excellent, the trade reports.

Allspice	0 20	0 22
Cassia (pure)	0 32	0 35
Cinnamon—		
Rolls	....	0 35
Pure ground	0 35	0 40
Cloves	0 45	0 55
Cream of tartar (French pure)	0 85	0 90
American high test	0 80	0 85
Ginger	0 28	0 38
Ginger (Cochin or Jamaica)	....	0 30
Mace	0 80	1 00
Mixed spice	0 30	0 32
Nutmegs, whole	0 60	0 70
Do., ground	0 60	0 65
Pepper, black	0 38	0 40
Pepper, white	0 50	0 55
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 27
Paprika	0 65	0 70
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	....	1 30
Cardamon seed, per lb., bulk	....	2 00
Carraway (nominal)	0 75	0 80
Cinnnamon, China, lb.	....	0 30
Cinnamon, per lb.	....	0 35
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Shredded cocoanut, in pails	0 21	0 28
Pimento, whole	0 20	0 22

For spices packed in cartons add 3½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

How Long Will Tea Increases Hold Off?

Montreal.

TEAS.—Just how long increases for tea will be deferred is now engaging the attention of many in the trade. Certain it is that new importations will not be sold at as low prices as those prevailing to-day. A new feature is noticeable in the freer buying in New York and Ceylons have been a favorite with many buyers. Japan teas in the United States are said to be getting less in point of supplies all the time. The undertone is decidedly firm and increases are bound to come.

Pekoe, Souchongs, per lb.	0 45	0 47
Pekoes, per lb.	0 49	0 52
Orange Pekoes	0 53	0 55
Japan Teas—		
Choice (to medium)	0 65	0 75
Early picking	0 65	0 70
Javas—		
Pekoes	0 39	0 41
Orange Pekoes	0 44	0 47
Broken Orange Pekoes	0 40	0 43

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Coffee Moves Well At the New Prices

Montreal.

COFFEES.—A good demand continues to be manifest for coffee and the jobbers and the retail trade are supplying themselves with such supplies as they need. The basis is held without change this week and better grades are favorites among the sellers.

Cocoa is higher in some quarters and is quoted at 45c for a proprietory brand in jobbing circles.

Coffee—		
Bogotas, lb.	0 43	0 45

Jamaica, lb.	0 38	0 41
Maracaibo, lb.	0 38	0 42
Mocha (types)	0 42	0 45
Mexican, lb.	0 42	0 44
Rio, lb.	0 36½	0 38½
Santos, Bourbon, lb.	0 43	0 45
Santos, lb.	0 42	0 44
Cocoa—		
In 1-lb., per doz.	....	4 60
In ½-lbs., per doz.	....	2 45
In ¼-lbs., per doz.	....	1 35
In 10s size, per dozen	....	0 95

Rolled Oats Up Again; Cornmeal

Montreal.

CEREALS. — Anotheer advance has been made in rolled oats this week and the new basis is $5 to $5.25 per bag and $11 per barrel. The oat market is ruling very strong, indeed, and further strength may develop. The high prices of corn have reflected in an advance to $6 for cornmeal and cornflour has been revised upward to $6. There has been no change on package goods.

Self-raising Flour—		
3-lb. pkgs., doz.	....	2 90
6-lb. pkgs., doz.	....	5 70
Cornmeal, Gold Dust	....	6 00
Barley, pearl	5 75	6 00
Barley, Pot, 98 lbs.	5 00	5 25
Barley (roasted)	....	7 50
Buckwheat flour, 98 lbs.	5 50	6 00
Cornflour, white	....	6 00
Rice flour	8 75	9 00
Hominy grits, 98 lbs.	5 75	6 00
Hominy, pearl, 98 lbs.	6 50	7 25
Graham flour	5 75	5 90
Oatmeal (standard-granulated and fine)	....	5 75
Oatmeal, fine cut, in pkgs., c/s	....	4 60
Peas, Canadian, boiling, bush.	4 00	5 50
Split peas (per 98 lbs)	6 00	6 50
Rolled oats, 90-lb. bags	5 00	5 25
Rolled oats (family pack.), cvase	....	5 60
Rolled oats (small size), case	....	2 00
Oat flakes (case 20 pkgs.)	....	5 30
Rolled wheat (100-lb. bbls.)	7 10	8 00
Porridge Wheat—		
Packages, 36 in case	....	6 00
Packages, 20 in case (family pack.)	....	5 80
Puffed wheat, c/s	....	4 25
Wheat Food, 18, 1½s	....	3 25
Tapioca flour, lb.	0 15	0 16

Mills Grind Little Flour; in Demand

Montreal.

FLOUR.—Millers have been somewhat disappointed in the allotments of flour they have had of late, and this was due to the necessary curtailments to make up supplies for the Grecian order. Domestic demand is seasonable and there has been no real shortage of supplies to meet this. The basis is steadily the same as that obtaining in past weeks.

Standard Wheat Flours		
Straight or mixed cars, 50,000 lbs. on track, per bbl., in (2) jute bags, 98 lbs.	....	11 00
Per bbl., in (2) cotton bags, 98 lbs.	....	11 15
Small lots, per bbl. (2) jute bags, 98 lbs.	....	11 30
Winter wheat flour (bbl.)	11 00	11 50

Feeds Move Higher Due to High Grain

Montreal.

FEEDS.—Advances have been made in the base prices of both oat and barley feeds. Crushed oats are quoted at $60-$68 per ton, and barley chop at $60-$70. There is not a great deal of demand, but no weakness in any feed is manifest.

Feeds—		
Shorts—		
Mixed cars	....	44 25
Bran—		
Mixed cars	42 00	42 25
Crushed oats	60 00	68 00
Barley chop	60 00	70 00
Special, middlings	....	56 00
Feed flour (98 lbs. sack)	3 50	3 75
Gluten Feed (22% Protein)—		
F.O.B. Cardinal	....	54 00
F.O.B. Fort William	....	50 00

Hay Market Slow; Grains Up Again

Montreal.

HAY AND GRAIN.—Although there has been a dearth of business for hay, the prices remain unchanged. New hay will be abundant in supply here, and it is probable the season may open at a lower basis than that now obtaining.

Oats are up eight cents a bushel all around and barley is higher, too, the increase being 4c to 6c per bushel.

Good, No. 1, per 2,000-lb. ton	....	30 00
Do., No. 2	....	27 00
Do., No. 3	....	25 00
Straw	....	11 00
Oats—		
No. 2 C.W. (34 lbs.)	....	1 03
No. 3 C.W.	....	1 01½
Extra feed	....	1 01½
No. 1 feed	....	0 99½
No. 2 feed	....	0 93½
Barley—		
No. 3 extra	....	1 48½
No. 3	....	1 47½
No. 2	....	1 48½

Note—These prices are at elevator and bags and bagging are not included.

Cherries a Little Less; Fruits High

Montreal.

FRUITS.—Cherries have been a little more plentiful and the prices somewhat more favorable. But as a rule there is little improvement in the market prices for regular fruits. The tendencies seem to indicate a continued high basis for the season.

Apples—		
Baskets	....	3 50
Apricots, box	....	3 25
Bananas (as to grade), bunch	5 00	6 00
Cherries (California), baskets	....	2 10
Cocoanuts, bag	....	9 00
Canteloupes (size 35-45)	....	5 50
Grapefruit (fancy Porto Rico)	4 50	5 50
Lemons, Messina	6 00	7 00
Watermelons, each	0 50	1 00
Pears, Cal., eating, small box	....	4 00
Pears, California (110 size)	....	5 50
Peaches, Cal. (box)	....	2 25
Peaches, crate	....	4 50
Plums, box	....	4 00
Oranges, Porto Rico	4 50	5 00
Oranges, Cal., Valencias	....	4 25
Do., 150	....	4 50
Do., 176	....	5 00
Do., 200-216	....	5 00
Blood oranges	....	4 50
Pineapples (24s to 26s)	7 00	8 50
Raspberries (per basket)	0 30	0 35

Tomatoes and Beets Are Marked Down

Montreal.

VEGETABLES. — Green vegetables, for the most part, are held on a high basis, but tomatoes and new beets are coming down. There is likely to be a higher basis this year than last, and even though this is the case the offerings are readily picked up.

Beans, new string, Montreal, 20-lb. bag	2 00	2 25
Beets, new, doz. (Montreal)	....	0 75
Cucumbers, Montreal, doz.	....	1 50
Chickory, doz.	....	3 00
Cauliflower (Montreal), doz.	....	2 50
Cabbage (Montreal), doz.	....	1 50
Carrots (new), doz.	....	1 00
Celery, doz.	....	1 50
Horseradish, lb.	....	0 20
Lettuce (curly), box	....	0 15
Lettuce (Montreal), head	....	0 50
Leeks	....	2 00
Mint	....	0 15
Mushrooms, lb.	....	1 75
Basket (about 3 lbs.)	....	4 00
Onions, Texas, crate	....	5 00
Do., Red (bunches), doz.	....	1 50
Parsley (Canadian)	....	0 50
Peas (Montreal), bag	1 75	2 00
Potatoes, Montreal (90-lb. bag)	....	1 25
Potatoes (New Brunswick), bag	....	1 40
Potatoes (new), Florida (per bbl.)	4 00	7 00
Radishes, doz.	....	0 20
Rhubarb ,doz.	....	0 25
Spinach, box	....	0 75
Turnips, Quebec	....	3 00
Do., new, doz.	....	1 00
Tomatoes, Imported (30-lb. box)	....	3 00
Do., hothouse, lb.	....	0 35

ONTARIO MARKETS

TORONTO, July 25—An active demand for practically all grocery lines, with the price tendency decidedly upward in a good many instances, features the markets this week. Some lines are in very small supply. Rolled oats in bulk are quoted higher this week, owing to the shortage of good milling oats. Corn products are very firm, and rices are from two to three cents higher. Soap has again risen.

Heavy Demands On Sugar Supplies

Toronto.

SUGAR.—Some wholesalers report rather scant supplies of sugar, but refiners state that there will be no shortage. There has been some inequality of distribution, but on the whole, it is believed that supplies will be ample for all demands. Prices are firm, and refiners do not anticipate any immediate advance in quotations.

St. Lawrence, extra granulated	10 16
Atlantic, extra granulated	10 16
Acadia Sugar Refinery, extra granulated	10 16
Can. Sugar Refinery, extra granulated	10 16
Dom. Sugar Refinery, extra granulated	10 16

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis; 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies, 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2s, 55c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 70c. Yellows same as above.

Corn Syrups Hold At Recent Advance

Toronto.

SYRUPS, MOLASSES.—The market for corn syrups is very strong, because of the advancing tendencies of the Chicago corn market. Prices this week are unchanged at last week's advance of 30 cents per case, and half a cent per pound on bulk goods. There is a moderate demand for syrups just now, but it is usu-

ally not so heavy as at other seasons of the year.

Corn Syrups—		
Barrels, about 700 lbs., yellow, per lb.	....	$0 08¼
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case	....	5 95
Cases, 5-lb. tins, white, 1 doz. in case	....	6 55
Cases, 10-lb. tins, white, ½ doz. in case	....	6 25
Cases, 2-lb. tins, yellow, 2 doz. in case	....	5 45
Cases, 5-lb. tins, yellow, 1 doz. in case	....	5 85
Cases, 10-lb. tins, yellow, ½ doz. in case	....	5 75
Cane Syrups—		
Barrels and half barrels, lb...	0 08	....
Half barrels, ¼c over bbls.; ¼ bbls., ½c over.		
Cases, 2-lb. tins, 2 doz. in case	....	7 00
Molasses—		
Fancy, Barbadoes, barrels	1 10	1 15
Choice Barbadoes, barrels....	....	1 00
West India, bbls., gal.....	....	0 44
West India, No. 10, kegs.....	....	6 50
West India, No. 5, kegs.....	....	3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	4 90
Tins, 3-lb. table grade, case 2 doz., Barbadoes	....	6 75
Tins, 5-lb., 1 doz. to ease, Barbadoes	....	5 30
Tins, 10-lb., ½ doz. to case, Barbadoes	....	5 20
Tins, No. 2, baking grade, case 2 doz.	3 50	4 00
Tins, No. 3, baking grade, case of 2 doz.	4 70	6 50
Tins, No. 5, baking grade, case of 1 doz.	3 75	6 20
Tins, No. 10, baking grade, case of ½ doz.	3 60	6 00
West Indies, 1½s, 48s.....	4 60	6 95

Starches Likely To Advance Again

Toronto.

PACKAGE GOODS.—There is a very firm market on all package goods. Rolled oats are in fair demand, and there is a strong upward tendency on these lines, because of the growing scarcity of oats for milling purposes. Dealers have not advanced their quotations on packaged rolled oats. Starches are very strong at last week's advance, and owing to the strength of the corn market it is not unlikely that fresh advances will be made. Buying at present prices is advised, as dealers express the opinion that the market is likely to advance.

PACKAGE GOODS

Rolled Oats, 20s round, case.....	....	$5 60
Do., 20s square, case.....	5 10	5 60
Do., 36s, case	....	4 00
Do., 18s, case	....	2 00
Corn Flakes, 36s, case	3 60	4 25
Shredded Wheat, 36s, regular, case	....	4 50
Porridge Wheat, 36s, regular, case	....	6 00
Do., 20s, family, case	....	5 80
Cooker Package Peas, 36s, case..	....	3 60
West Indies, 1½s, 48s.....	4 60	6 95
Cornstarch, No. 1, lb, cartons..	0 11½	0 11¾
Do., No. 2, lb. cartons	....	0 10¼
Laundry starch	....	0 10
Laundry starch, in 1-lb. cartons	....	0 12
Do., Do., in 6-lb. tin canisters	....	0 13¼
Do., Do., in 6-lb. wood boxes	....	0 13¼
Potato Flour, in 1-lb. pkgs.	....	0 16
Fine oatmeal, 20s	....	5 60
Cornmeal, 24s	....	3 65
Farina, 24s	....	2 35
Barley, 24s	....	2 35

Sharp Advance Again in Rices

Toronto.

RICES.—Rices have again advanced to new high levels. Quotations by Toronto wholesalers are at very high figures. The scarcity of rices is becoming more pronounced, and any of good quality are very hard to procure. Siam rices range from $13 to $13.75 per cwt. Tapioca and sago are equally scarce and are selling at from 13¼ to 14 cents per pound.

Texas, fancy, per 100 lbs.....	17 50	18 00
Blue Rose, Texas, per 100 lbs. ...	16 00	17 50
Honduras, fancy, per 100 lbs.....	16 00	17 00
Siam, fancy, per 100 lbs.	13 50	13 75
Siam, second, per 100 lbs.	13 00	13 50
Japans, fancy, per 100 lbs.....	15 00	16 00
Do., seconds, per 100 lbs.....	13 00	14 00
Chinese XX, per 100 lbs.....	....	14 00
Do., Simiu	15 00	16 00
Do., Mujin, No. 1	....	13 50
Do., Pakling	....	12 00
White Sago	0 13¼	0 13¾
Tapioca, per lb.	0 13½	0 14

High Prices Rule on Nuts

Toronto.

NUTS.—Brazil nuts show a very sharp advance this week, selling up to to 85 cents per pound, and some dealers are asking even as high as 87 cents. Looking to the future, there promises to be very high prices on nuts. There is heavy buying in the United States, and quotations are steadily advancing. Dealers' quotations on Spanish peanuts are not any higher than it costs to make new purchases. Almonds and walnuts will be undoubtedly high.

Almonds, Tarragonas, lb.....	0 28	0 32
Butternuts, Canadian, lb.	....	0 08
Walnuts, California, lb.	0 40	0 42
Walnuts, Grenobles, lb.	0 34	0 35
Walnuts, Bordeaux, lb.	0 28	0 30
Filberts, lb.	0 23	0 24
Pecans, lb.	....	0 30
Cocoanuts, Jamaica, sack	....	10 00
Peanuts, Jumbo, roasted	0 18	0 19
Brazil nuts, lb.	0 21	0 22
Shelled—		
Almonds, lb.	0 55	0 58
Filberts, lb.	0 48	0 50
Walnuts, lb.	0 80	0 85
Peanuts, Spanish, lb.	....	0 19
Do., Chinese, 30-32 to oz.....	0 16	0 18
Brazil nuts, lb.	0 85	0 87

Corned Goods in Small Supply

Toronto.

CANNED GOODS.—There is no change in the market for canned goods this week. Supplies of canned vegetables among the wholesale dealers are pretty well cleaned up. Canned salmon is in big demand, and considerable American packed salmon is selling on the Toronto market. New canned peas are on the market, but new prices on other vegetables already packed are not yet named. Canned fruits are pretty scarce.

Salmon—		
Sockeye, 1s, doz.	4 50	4 75
Sockeye, ½s, doz.	....	2 95
Alaska reds, 1s, doz.	4 25	4 50
Chums, 1-lb. talls	2 35	2 60
Do., ½s, doz.	1 35	1 45
Pinks, 1-lb. talls	2 35	2 60
Do., ½s, doz.	1 85	1 50
Cohoes, ½-lb. tins	2 00	2 10
Cohoes, 1-lb. tins	3 75	3 90
Red Springs, 1-lb. talls.....	3 75	4 25
White Springs, 1s, dozen	2 30	2 35
Lobsters, ½ lb., doz.....	....	5 00
Do., ¼-lb. tins	....	
Whale Steak, 1s flat doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.....	2 15	2 25
Cannel Vegetables—		
Beets, 2s.	1 90	2 80
Tomatoes, 2½s	....	2 25
Peas, standard	....	1 60
Peas, early June	1 67½	1 75
Sweet Wrinkle	....	1 97½
Beans, golden wax, doz.	2 00	2 10
Asparagus, tins, doz.....	3 75	4 00
Asparagus butts	2 00	2 02½
Canadian corn	2 25	2 45
Corn, American, 2s, doz.....	2 10	2 25
Pumpkins, 2½s	0 95	1 15
Spinach, 2s, doz.	....	1 90
Do., 2½s, doz.	2 52½	2 80
Do., 10s. doz	....	10 00
Pineapples, sliced, 2s, doz.....	....	4 75
Do., shredded, 2s, doz.	3 00	3 02½
Rhubarb, preserved, 2s, doz. ...	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 52½
Do., standard, 10s, doz.....	4 50	4 62½
Apples,gals., doz.	....	7 00
Peaches, 2s	....	2 87½
Pears, 2s	2 35	2 87½
Plums, Lombard, 2s	....	1 90
Plums, Green Gage	2 17½	2 37½
Raspberries, 2s, H.S.	....	4 50
Strawberries, 2s, H.S.	....	5 25
Blueberries, 2s	2 10	2 35
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.....	3 40	3 45
Jams—		
Apricot, 4s, each	....	0 84
Black currants, 16 oz., doz....	....	4 00
Do., 4s, each	0 98	1 10
Gooseberry, 4s, each	....	0 84
Peach, 4s, each	....	0 82
Red currants, 16 oz., doz.....	....	3 45
Raspberries, 16 oz., doz.....	3 90	4 35
Do., 4s, each	1 02	1 05
Strawberries, 16 oz., doz.	3 90	4 35
Do., 4s, each	1 08	1 15

Bulk Rolled Oats Higher

Toronto.

CEREALS.—An advance in the price of rolled oats in bulk is announced this week. A jump of from 50 to 75 cents for bags of 90 pounds has taken place. They are selling at from $5 to $5.25. Corn-meal is also very strong, the strength of the Chicago corn market having a bullish influence. Golden corn-meal is selling at $6.25, and fancy yellow corn-meal at from $5.50 to $5.75.

	Single F.o.b.	Bag Lots Toronto
Barley, pearl, 98s	5 50	6 00
Barley, pot, 98s	4 25	4 50
Barley Flour, 98s	....	4 50
Buckwheat Flour, 98s	7 25	8 00
Cornmeal, Golden, 98s	....	6 25
Do., fancy yellow, 98s.....	5 50	5 75
Corn Flour, white, 98s	4 60	5 00
Do., Government standard, 98s	....	4 25
Hominy grits, 98s	....	5 25
Hominy, pearl, 98s	5 00	5 25
Oatmeal, 98s	....	4 75
Oat Flour	....	4 50
Rolled oats, 90s	5 00	5 25
Rolled Wheat, 100-lb. bbl.	6 50	7 00
Breakfast Food No.1.....	....	6 15
Do. No. 2	....	6 15
Rice Flour, per 100 lbs.	....	8 00
Linseed Meal, 98s	....	6 75
Rye Flour, 98s	6 50	7 25
Peas, split, 98s	....	6 50
Blue peas, lb.	....	0 10

Above prices give range of quotations to the retail trade.

Grecian Currants Will Be High

Toronto.

DRIED APPLES.—Evaporated apples are pretty well cleaned up. There are still some prunes on the market, but these are not plentiful. New prices are announced on this year's crop, and they show very marked advances. Apricots on spot are almost impossible to get. Shipments of Grecian currants are en route, but prices are likely to be very high, as the market is rapidly advancing. While quotations on raisins are not yet announced, indications point to very firm prices.

Apples, evaporated, Ontario.....	....	0 24
Apricots, unpitted	....	0 16¾
Do., fancy, 25s	....	0 30
Do., choice, 25s	0 23	0 30
Do., standard, 25s	0 22½	0 26
Candied Peels, American—		
Lemon	0 38	0 43½

Orange	....	0 45½
Citron	0 47	....
Currants—		
Grecian, per lb.	0 25	0 26
Australians, 3 Crown, lb.	0 20	0 21
Cherries, 2s	2 75	2 90
Dates—		
Excelsior, pkgs., 3 doz. in case	....	6 25
Dromendary, 3 doz. in case	....	7 25
Figs—		
Taps, lh.	....	....
Malagas, lb.	....	....
Comadre figs, mats, lb.	0 14	0 15
Cal., 4 oz. pkgs., 70s, case	....	5 00
Cal., 8 oz., 20s, case	....	3 25
Cal., 10 oz., 12s, case	....	2 25
Prunes—		
30-40s, pe rlb.	0 25	0 35
40-50s, per lb.	....	0 30
50-60s, per lb.	0 22	0 24
60-70s, per lb.	....	0 22
70-80s, per lb.	0 19	0 20
80-90s, per lb.	0 16½	0 17
90-100s, per lb.	....	0 14½
100-120s, per lb.	0 11	0 11½
Pesches—		
Standard, 25-lb. box, peeled	....	0 20
Choice, 25-lb. box, peeled	....	0 23
Fancy, 25-lb. boxes	....	0 24
Practically peeled, 25-lb. boxes	....	0 22½
Extra choice, 25-lb. box, peeled	....	0 26
Raisins—		
California bleached, lb.	0 17	0 18
Extra Fancy sulphur bleached, 25s	....	0 17
Seedless, 15-oz. packets	....	0 19
Seeded, fancy, 1-lb. packets	0 14½	0 15
Seeded, 15 oz. packets	0 15	0 16
Seedless, Thompson's, bulk	....	0 20
Seedless, 16-oz. packets	....	0 19½
Do., Bakers, Thompson's, 25s	....	0 20
Crown Muscatels, 25s	....	0 17

Maple Syrup in Quiet Demand

Toronto.

HONEY, MAPLE SYRUPS.—There is a quiet demand for both honey and maple syrup. There is still some honey of last year's crop on the market, but the new crop should soon be available. Maple syrup is quoted at steady prices.

Honey—		
Clover—		
5-lb. tins	....	0 24
2½s tins	....	0 26
10-lb. tins	0 25	....
60-lb. tins	....	0 24
Buckwheat, 60-lb. tins, lb.	....	0 18
Comb, No. 1, fancy, doz.	3 75	4 25
Do., No. 2, doz.	....	3 00
Maple Syrup—		
8½-lb. tins, 10 to case, case		17 00
Wine qt. tins, 24 to case, case		16 00
Wine ½ gal. tins, 12 to case, case		15 00
Wine 1 gal. tins, 6 to case, case		14 00
Imperial 5 gal. cans, 1 to case, case		14 00
Maple Sugar—		
50 1-lb. blocks to case, lb.	....	0 29

Tendency in Teas is Very Firm

Toronto.

TEAS—The price tendency in teas is still towards higher levels. While there are no actual changes in quotations on spot, supplies here are becoming lighter, and prices are more than likely to see advances, as the present buying is at very strong levels. Shipments of teas out of Canada to the London market, where prices are ruling higher, have been fairly heavy of late.

Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 56
Broken Pekoes	0 56	0 58
Orange Pekoes	0 58	0 60
Broken Orange Pekoes	0 60	0 62
Javas—		
Second pickings	0 48	0 50
Broken Pekoes	0 40	0 45
Japans and Chinas—		
Hyson Thirds, lb.	....	0 45
Early pickings, Japans	0 53	0 55
Do., seconds	0 50	0 55
Do., sifted	0 60	0 65

Coffee Prices Steady and Firm

Toronto.

COFFEE.—Quotations on coffees on spot are unchanged. The market at primary points is very firm, and a recent rally has sent the market to new levels. Dealers, however, have not changed their quotations, Toronto delivery, but the same are very firm.

Java, Private Estate	$....	$0 50
Java, old Government, lb.	0 48	0 50
Bogotas, lb.	....	0 47
Guatemala, lb.	0 46	0 48
Mexican	0 46	0 47
Maracaibo, lb.	0 45	0 46
Jamaica, lb.	0 43	0 45
Blue Mountain Jamaica	0 48	0 49
Mocha, Arabian, lb.	....	0 48
Rio, lb.	0 33	0 37
Santos, Bourbon, lb.	0 45	0 46
Ceylon, Plantation, lb.	....	0 48
Chicory, lb.	0 30	0 32
Cocoa—		
Pure, lb.	0 26	0 28
Sweet, lb.	....	0 26

Quotations on Spices Are Firm

Toronto.

SPICES.—Few changes are reported in quotations on spices this week. The market is firm at last week's advances. The tendency in pepper, particularly white pepper, is decidedly upward, and some of the brokers, dealers state, have withdrawn their prices. Cream of tartar is firm, the French pure selling at from 70 to 80 cents per pound. Cloves are rapidly advancing, having risen full 8 cents per pound in the past week. They are selling at from 70 to 75 cents.

Allspice	0 19	0 21
Cassia	0 33	0 40
Cinnamon	0 35	0 50
Cloves	0 70	0 75
Cayenne	0 33	0 37
Ginger	0 28	0 35
Ginger	0 30	0 35
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 32	0 38
Pickling spices	0 22	0 30
Mace	0 90	1 10
Peppers, black	0 38	0 43
Peppers, white	0 48	0 53
Paprika, lb.	0 60	0 70
Nutmegs, selects, whole, 100s	0 45	0 50
Do., 80s	....	0 55
Do., 64s	0 60	0 65
Mustard seed, whole	0 35	0 40
Celery seed, whole	....	0 75
Coriander, whole	0 25	0 30
Carraway seed, whole	0 65	0 70
Tumeric	0 24	0 27
Cream of Tartar—		
French, pure	0 70	0 80
American high test, bulk	0 75	0 80
2-oz. packages, doz.	....	1 75
4-oz. packages, doz.	....	3 00
8 oz. tins, doz.	....	6 00

Beans Firm; Demand Quiet

Toronto.

BEANS.—Prices on beans are unchanged this week, being very firm at the recent advance. There is a great scarcity of good quality beans. Ontario 1-lb. to 2-lb. pickers are quoted at from $4.25 to $4.50, and hand-picked beans at from $4.75 to $5. Demand is, however, inclined to be quiet in beans.

Ontario, 1-lb. to 2-lb. pickers, bus.	$4 25	$4 50
Do., hand-picked, bus.	4 75	5 00
Japanese Kotenashi, per bush.	....	4 50
Rangoons, per bushel	....	3 00
Limas, per lb.	....	0 12½

Imported Fruits Arrive Freely

Toronto.

FRUITS.—Imported pears, peaches and canteloupes are arriving freely on the Toronto market these days. California Bartlett pears are selling at $5.50 per box and in five box lots at $5.25. Elberta peaches are selling by the bushel at $5, and California Crawfords at from $2 to $2.25 per box. California plums are from $3.25 to $3.50 per box. Delaware hampers of hand-picked apples are $3.50. Canadian raspberries have been arriving plentifully, and are being quoted at from 28 to 30 cents per box. Montmorency cherries are from $1.65 to $1.75 per 11-quart basket, and blueberries are from $2.25 to $2.50 for a large basket. Red currants range from $1.50 to $1.75, and black currants from $3 to $3.50 for large baskets. Verdilli lemons are selling at $7 per case, and California's at $6.50 per box.

Bananas, per lb.	....	0 08
Grapefruit—		
California, seedless, 64s	....	5 00
Do., 48s	....	4 50
Do., 80s	....	6 00
Valencias—		
100s, 126s, 150s, 176s, 200s, 216s, 250s	5 50	6 50
288s, 324s	5 00	5 50
Lemons, Cal., 270s, 300s, case	6 50	7 00
Raspberries, box	0 25	0 30
Cherries, Home Grown—		
11-qt. basket	1 50	1 75
6-qt. basket	0 75	1 00
Gooseberries, 11-qt. basket	....	3 50
Red Currants, 11-qt. basket	1 50	1 75
Black Currants, 11-qt. basket	3 00	3 50
Watermelons	0 80	0 90
Georgia Peaches, 6 basket crates, per crate	....	4 50
Texas Elbertas, bushel	....	5 00
Cal. Peaches, Crawfords, box	2 00	2 25
Canteloupes, Arizona, 45s, standards	....	7 50
Do., flats	....	2 75
Do., salmon flesh, flats	....	3 00
Plums, Cal., per case	3 25	3 50
Apples, yellow transparent, bus. hamper	....	3 50
Cal. Bartlett Pears, box	5 25	5 50

Vegetables Have Active Inquiry

Toronto.

VEGETABLES.—Canadian vegetables aree arriving freely on the Toronto market, and there is a very active demand for all supplies. Cabbages, beets, and carrots are unchanged in prices as compared with a week ago. Kentucky onions in 100-lb. sacks are selling at $8.50. Green peppers are from $1.50 to $1.75 per dozen, and celery is 40 cents per dozen. Wax beans in 11-quart baskets are selling at 75 cents. Virginia potatoes are $7.75 per barrel. New Ontario potatoes should soon be available in fairly good quantities. Canadian tomatoes are much easier in price this week, selling at from $2.25 to $2.50 per 11-quart basket.

New beets, per dozen	....	0 40
Cabbage, per crate	....	5 00
Do., per bushel	....	3 00
New carrots, per doz.	....	0 40
Radishes, per dozen	....	0 30
Can. Lettuce, doz.	0 50	0 75
Onions, Kentucky fine hard, 100-lb. sacks	....	8 50
Parsley, per basket	....	1 00

Peppers, green, dozen	1 50	1 75
Celery, doz.	....	0 40
Wax Beans, Can., 11-qt. basket	....	0 75
Cucumbers	1 50	2 00
New potatoes, Virginia	...	7 75
Do., No. 2s, machine graded	....	6 00
Potatoes, Ontario, bag	....	1 00
Turnips, hamper	....	2 75
Spinach, box	....	2 00
Domestic peas, 11-qt. basket	....	1 00
Outdoor Tomatoes, 11-qt. basket	2 25	2 50

Flour Supplies Ample For Inquiry

Toronto.

FLOUR.—There is a very good demand for flour for domestic account these days. Supplies are ample for the inquiry, and quotations remain unchanged.

Flour—

Government standard, 74 per cent. extraction.

Ontario winter wheat flour, in carload shipments, on track, in cotton bags 11 15

In jute bags 11 00

Bran and Shorts Are Unchanged

Toronto.

MILLFEEDS.—No changes are reported in quotations on bran and shorts. Bran in car lots is selling at $42 per ton, and shorts at $44. Inquiry is more active for shorts than for bran.

	In carlots, track
Bran, per ton	42 00
Shorts, per ton	44 00

WINNIPEG MARKETS

WINNIPEG, July 19.—There is a growing scarcity of canned goods on the market and prices on tomatoes have advanced. Soap also shows advance, while various other commodities show an upward tendency.

New Prices On Prunes and Peaches

Winnipeg.

DRIED FRUITS.—Prices have just been named on new crop prunes and peaches. Prices on bulk prunes are as follows: 70's, 80's, 90's, 11c per lb.; 40's, 14c per lb.; 50's, 12c per lb. These prices, as anticipated, are high, but not on as high a basis as some of the outsiders have been making resales at. Peaches have opened at prices about in line with what was expected, as follows: choice peaches, 25-lb. boxes, 16½c per lb.; fancy peaches, 17¼c per lb.; extra fancy 19c per lb. Old dried fruits are almost unobtainable, and it will be some months yet before new crop goods are ready for shipment.

Canned Tomatoes Up 25c Per Case

Winnipeg.

CANNED GOODS.—There is a growing scarcity of canned corn and tomatoes, and so great is the demand for the former that United States corn is being brought into this market. Jobbers have firmed up prices on canned tomatoes recently to the extent of about 25 cents per case.

Corn, 2s	....	4 55
Peas, Standard, 24 x 2s	....	3 25
Tomatoes, 2½s, Cal.	....	4 50
Peaches ,heavy syrup, 24 x 2s	....	5 80
Pears, light syrup, 24 x 2s	....	4 15
Do., heavy syrup	....	5 80
Plums, Lombard, heavy syrup, 24 x 2s	4 50	4 60
Strawberries, 2s x 2 doz., case	8 95	9 00
Cherries, 2s, 2 doz. case, per case	6 20	6 25
Raspberries, 2s, 2 doz. cases, per case	8 55	8 60

Crisco Market Is Very Firm

Winnipeg.

CRISCO.—The market is holding firm at the big advance recorded in these columns two weeks ago. The opening up of trade with Germany has made a heavy export demand for fats of all kinds, and no decline on such lines as this can be expected. Kosher Crisco has advanced again this week to about 10 cents per case higher than our last quotation.

Further Advances In All Soaps

Winnipeg.

SOAP.—Some further advances have been named on soap, making in some cases the third advance since July 1. The first advance was outlined in these columns two weeks ago, since which time a further advance of from 80c to 90c has been made on practically all lines. Some manufacturers have withdrawn all prices. The market is very firm at the advance. The lifting of the embargo on shipments to Germany has resulted in a heavy export demand for fats of all kinds, and under these circumstances the market is expected to remain very firm for some time to come.

Stiff Market in Tapioca and Sago

Winnipeg.

TAPIOCA, SAGO.—The market has stiffened materially on these lines during the past week. Latest quotations names prices of about 11½c delivered at Vancouver on tapioca and sago.

Coffee Advances Half Cent Per Pound

Winnipeg.

COFFEE.—The coffee crop is harvested this month and next. By the end of this month it will be possible to know the extent and grade of the crop. At present Canadian and the United States are buying from hand to mouth, while Europe is buying up all offerings at fancy prices. Jobbers do not expect prices will be any lower, though it is impossible to say what prices will be for a few weeks yet. Coffee has firmed up ½c per lb. in the past week, and the market is very firm.

Santos, old crop, per lb.	....	0 34
Bourbon, per lb.	....	0 35
Bogota, per lb.	....	0 43
Costa Rica, per lb.	....	0 43
Maracaibo, per lb.	....	0 43

Higher Levels In Bean Market

Winnipeg.

BEANS.—The market is firmer and higher for good grade beans. Advices show most recent advances range from 25c to 40c per 100 lbs. British Columbia beans, of which a large quantity are used at prarie points, are practically cleaned up.

Upward Tendency in Tea Market

Winnipeg.

TEA.—A considerable movement in tea continues to be reflected in the primary markets. The local market is strong, with an upward tendency. The demand is good, particularly for Ceylon teas in both low and medium grades.

No High-Grade Rice Is Available

Winnipeg.

RICE.—Very few grades of rice are available. Millers in most cases are sold out of stock and are not making any offerings. They advise that to import rice at to-day's quotations they would have to pay $40 to $50 per ton above the price at which they contracted at early in the season. To-day it is almost impossible to buy any high-grade rice at all, such at No. 1 Japan or Fancy Siam.

BRITISH COLUMBIA MARKETS

VANCOUVER, July 21—Some advances on certain lines are shown this week. Sockeye salmon is on the market, and is quoted at very high levels, at $17.50. Red Spring salmon is also available at $15.50. Sugar is in fairly good supply with prices firm.

Provisions Are At Steady Prices

Vancouver.

PROVISIONS.—No changes are reported in the market for provisions. Hams and bacon are selling at very strong figures, quotations on live hogs being at the highest figures on record. Beef too, is firm.

Fresh Beef	0 17	0 19
Lamb	....	0 28

(Continued on Page 51.)

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., July 22.—The changes during the week continue to show an upward trend. Granulated cornmeal is selling at from $6.25 to $6.35, and ordinary cornmeal is bringing from $4.50 to $4.60. Rolled oats are selling at $11.50. Siam rice is quoted at from $12.75 to $13. All grades of eggs have advanced two cents per dozen. Compound lard is from 35 to 35½ cents. Clear pork shows a sharp advance at from 65 to 75 cents. Canned tomatoes are selling at $4.30. There are no canned apples available. Few new potatoes are arriving. They are $3 per bushel. Old crop potatoes have advanced from $4 to $4.25.

Flour, No. 1 patents, bbls., Man.	....	$12 50
Cornmeal, gran., bags	6 25	6 35
Cornmeal, ordinary, bags	4 50	4 60
Rolled oats	....	11 50
Rice, Siam, per 100 lbs.	12 15	13 00
Molasses	0 88	0 89
Sugar—		
Standard, granulated	....	10 05
No. 1, yellow	....	9 55
Cheese, New Brunswick	0 33	0 34
Cheese, Ont., twins	0 33	0 34
Eggs, fresh, doz.	....	0 50
Eggs, case	0 45	0 47
Breakfast bacon	0 44	0 49
Butter, creamery, per lb.	0 46	0 49
Butter, dairy, per lb.	0 43	0 45
Butter, tub	0 41	0 43
Margarine	0 33	0 35
Lard, pure, lb.	0 39½	0 40
Lard, compound	0 35	0 35½
American clear pork	0 62	0 65
Beef, corned, 1s	4 55	4 90
Tomatoes, 3s, standard, case	....	4 20
Raspberries, 2s, Ont., case	....	8 80
Peaches, 2s, standard case	....	6 20
Corn, 2s, standard case	....	4 70
Peas, standard case	3 20	3 30
Apples, gal., N.B., doz.	....	4 00
Strawberries, 2s, Ont., case	....	8 20
Salmon, Red, spring, cases	....	....
Pinks	11 00	11 50
Cohoes	14 50	15 00
Chums	....	8 50
Evaporated apples, per lb.	....	0 23
Peaches, per lb.	....	....
Potatoes—		
Natives, per bbl.	3 00	3 50
Onion, Egyptians, lb.	0 11	0 12
Lemons, Cal.	8 50	9 00
Peaches, Cal., box	2 00	3 00
Pears, Cal., box	6 00	7 00
Plums, Cal., crate	3 00	4 00
Oranges, Cal., case	6 00	7 00
Grapefruit, Cal., case	7 00	7 50
Bananas, per lb.	0 08½	0 09

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, July 22.—Several advances are noted in the price changes on grocery commodities here this week. Lux has gone up 25 cents; Sunlight soap, in hundreds, 25 cents; Welcome powder, 30 cents a case; and Fairy soap, $1 per case. Fry's cocoa has risen 30 cents a dozen, and H.P. sauce 40 cents a dozen. Rolled oats are now selling at $4.20 for eighties. Further advances are likely. Blue Ribbon coffee is now 52 cents for ones, and Baker's cocoa and chocolate are two cents a pound higher. Siam rice is quoted at from $10.50 to $11. Number one Japanese rice at $13, and sago and tapioca at from 12½ to 14 cents. Cooked and smoked hams are up a cent. Campbell's soups are 40 cents a case lower. Gillett's lye and cream of tartar are cheaper. Gallon apples and lobsters are unobtainable.

Beans, Limas	0 12	0 15
Beans, B.C.	7 00	7 50
Flour, 98s, per bbl.	....	10 50
Rolled oats, 80s	....	4 20
Rice, Siam, cwt.	10 50	11 00
Rice, China mat., No. 1	....	4 80
Do., No. 2	....	3 95
Japan, No. 1	....	13 00
Tapioca, lb.	0 12½	0 14
Sago, lb.	0 12½	0 14
Sugar, pure cane, granulated, cwt.	....	11 02
Cheese, No. 1, Ontario, large	0 33½	0 36
Butter, creamery, lb.	0 55	0 59
Do., dairy, lb.	0 35	0 40
Lard, pure, 3s, per case	....	22 80
Eggs, new-laid, local	....	13 50
Tomatoes, 2½s, standard, case	....	4 20
Corn, 2s, case	4 80	5 00
Peas, 2s, standard case	3 40	3 50
Spinach, Cal., new pack.	....	5 60
Strawberries, 2s, Ontario, case	8 10	8 75
Jams—		
B.C. Strawberries, 4s	....	13 50
Logan Raspberries	....	13 00
Peaches	....	11 00
Plum	....	10 00
Gooseberries	....	11 00
Blackberries	....	11 00
Raspberries, 2s, Ontario, case	8 40	9 00
Cherries, 2s, red, pitted	....	6 40
Apples, evaporated	....	0 22
Do., 25s, lb.	....	0 23
Apricots, evaporated, lb.	0 26	0 28
Peaches, evaporated, lb.	....	0 23
Prunes, 90-100s	0 18	0 20
Do., 40-50s	0 26	0 27
Do., 60-70s	....	0 22
Salmon, pin, tall, case	9 00	10 25
Salmon, Sockeye, tall, case	....	....
Do., halves	18 00	19 00
Potatoes, per ton	35 00	38 00
Oranges, Valencias	....	7 00
Lemons, case	....	8 50
Grapefruit, California	....	7 50
Strawberries, Hood River, crate	....	7 00
Cantaloupes, crate 45s	....	7 50

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., July 22.—Crop conditions show considerable improvement. New potatoes are on the market at 3 pounds for 25 cents. Beef has declined three or four cents. Veal is lower. Pork is firm. New B. C. apples are on the market. The Hudson Bay Co. is opening a wholesale tobacco store in Smeed's warehouse, Regina, on August first. The egg market is unchanged. A car of Washington Yellow Transparents arrived this week. The price is higher than last season, retailing 2 pounds for 35 cents. Fresh vegetables are also very high. Cabbages, beets, carrots and turnips are 10 cents per pound.

Beans, small white Japans, bu.	....	4 50
Beans, Lima, per lb.	....	0 12½
Rolled oats, brails	....	3 86
Puffed Rice, case	....	5 25
Rice, Siam, cwt.	8 40	8 65
Sago, lb.	....	0 11¾
Tapioca, lb.	....	0 11¼
Sugar, pure cane, gran., cwt.	....	10 99
Cheese, No. 1, Ontario, large	....	0 34¼
Butter, Creamery	....	0 58
Crisco	12 70	13 35
Lard, pure, 3s, per case	....	21 60
Bacon, lb.	....	0 47
Eggs, new-laid	....	0 31
Tomatoes, 3s, standard, case	....	4 00
Corn, 2s, standard case	....	4 85
Peas, 2s, standard case	....	3 45
Apples, gal., Ontario	....	2 85
Apples, evaporated, per lb.	....	0 18½
Strawberries, 2s, Ont., case	....	8 50
Raspberries, 2s, Ont., case	....	8 70
Peaches, 2s, Ontario, case	....	5 50
Plums, 2s, case	....	4 00
Salmon, finest Sockeye, tall, case	....	....
Salmon, pink, tall, case	....	10 25
Pork, American clear, per bbl.	....	41 00
Onions, ton	....	59 00
New potatoes, 3 lbs.	....	0 25
Grapefruit	....	7 50
California oranges	7 00	8 50
Pinapples	7 00	8 50
Lemons	....	8 00
Strawberries, crate	....	7 50
B.C. Cherries, basket	3 00	4 00
Watermelons, lb.	....	0 08
Apricots, Cal.	....	3 25
Plums, Cal.	....	3 75
Peaches, Cal.	....	2 75
Apples	....	4 50
Washington yellow transparents, 2 lbs.	....	0 35
Tomatoes	....	3 50
Cucumbers, doz.	....	3 00

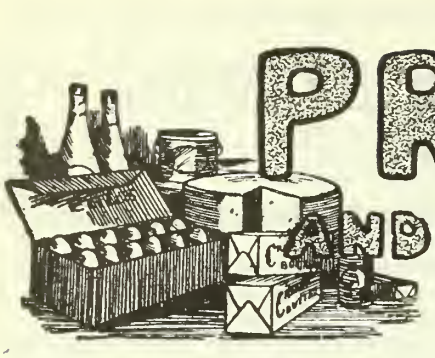
DEVELOPING BUSINESS OVER THE PHONE

(Continued from Page 39.)

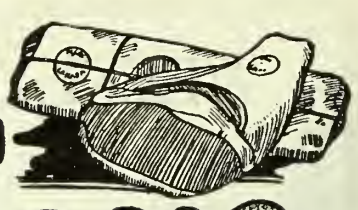
they'll have to keep saying "No." While it is getting now that more and more of the customers come to the store when down town shopping, Mr. Wright is of the opinion that the bulk of the business and the best established and steadiest connection is made and kept through the 'phone.

The Need of Care in Selling by 'Phone

To the younger clerk, and even sometimes to the older merchant, there is a hint from Mr. Wright's experience that is worth remembering. "One has to be particularly careful of their choice of words, and the modulation of the voice in using the 'phone," he says. "One cannot see the expression on the face of the one who listens. Quite often in speaking face-to-face, one speaks in a sharp, abrupt manner, the effect of which is corrected by the expression on the face; in 'phoning, such phraseology, and such a tone, unredeemed by the expression, sounds almost rude. A little study and observation of one's self and others is helpful."



PRODUCE AND PROVISIONS



The Situation in Eggs and Poultry

Eggs Are Moving More Readily, With Strong Export Demand—Storage Stocks Also Show Marked Increase—Poultry Receipts Continue Light.

THE egg market gained material strength during the week just closed. Receipts at consuming centres have been lignt. Export demand has continued keen and this, with the demand for local consumption, could have taken care of much heavier arrivals. Ontario country track shippers report having paid stores from 42 to 46c, and making sales of current receipts at 46 to 47c f.o.b., cases returnable. The demand, they say, is very keen and some shippers are now asking 50c f.o.b. Egg circles are reported to have made sales at 48½c, f.o.b. The unsatisfactory future at the present time is the very restricted outlet for low grade eggs of which there is a large proportion in the receipts. Bakers and confectioners who formerly used undergrade eggs are now largely using Chinese frozen and powdered eggs, which, they say, are more satisfactory and the cost is reasonable in comparison to undergrade Canadian shell eggs. A sale of seconds was reported last week at 35c, and a sale of cracks at 20c. This is a serious situation as the loss on undergrades sustained by dealers must be taken into account in figuring the cost of the better grades. Naturally, this reflects on the price paid to the producer.

Improved Production Expected

The impression of some country shippers is that the decline in production has about reached the low point and a gradual increase may be looked for from now on. Harvesting has commenced in many sections, which is much earlier than usual. This will have appreciable effect on the quality. Hens will get the loose grain on the stubble.

The United States markets are firmer for the higher grades, but a very dull market exists for heated low grades, which are said to be very difficult to move except at losses to the shippers. Storage stocks July 1st were as follows:

July 1st, 1919, 408 storages	7,508,530 c/s
July 1st, 1919, 388 storages	7,488,752 c/s
July 1st, 1918, 388 storages	6,410,384 c/s
Increase	1,078,368 c/s

A Good Export Movement

The demand from Great Britain for eggs, both for immediate and fall shipment continues good and more business was reported during the week. Canadian eggs are selling at a premium over United States product, which, no doubt, is due to superior quality and uniformity of grades, according to the Canadian standards. Canadian buyers are reported to be active in the States securing April and May for fall shipment.

The movement for export has been as follows:

March, 7,620 cases; April, 8,405 cases; May, 18,023.

June 1st-7th	50 cases
June 8th-14th	595 cases
June 15th-21st	900 cases
June 22nd-28th	2,035 cases
June 29th-5th July	2,915 cases
July 6th-12th	1,195 cases

Total, 41,738 cases (1,252,140 doz.).

Short Receipts of All Grade Poultry

The receipts of fresh killed and live poultry: Broilers (spring chickens) and cocks showed an increase, but old fowl were less. Dealers have advanced their prices for this week's deliveries in an endeavor to draw heavier receipts. It is thought by some in the trade that the higher price of eggs is the reason why receipts of fowl are less. This may be partly the reason, but many farmers are too busy to spare the time to come to town. Then it is not generally appreciated what an important factor the Jewish trade is. The Jew trade is to be found all through the country buying poultry right at the farm and shipping direct to Jew trade or consumer in the consuming centres. This, of course, diverts a great deal of the poultry that formerly was marketed through the old established poultry dealers. Prices of storage poultry are unchanged, and what is left in storage is gradually moving into consumption.

Storage Stocks

Poultry stocks in storage on July 1 were as follows:

Broilers	64,583 lbs.
Chickens	391,785 lbs.
Fowl	673,786 lbs.
Ducks	11,964 lbs.
Geese	96,492 lbs.
Turkeys	190,892 lbs.
Unclassified	161,169 lbs.
	1,599,561 lbs.

Cheese Export Movement Continues Light

Rumors of British Control Disorganizes Market—Butter Export Movement, However, Shows Heavy Increase in Volume.

THE persistent rumor of the British Government's intention to again assume control of the importation and sale of cheese, though as yet unconfirmed, is having a very depressing effect on the cheese and butter export business. Last week's receipts and shipments on export account were unusually light for the time of year, but the past week has seen further declines in this movement. Receipts of cheese for the week ending July 19 were 44,748 boxes as compared with 86,341 boxes last week, while exports dropped from 117,517 boxes to 62,361 during the week ending July 19.

Butter also showed declines, the receipts for the week of July 19, being 18,719 packages, as against 21,939 packages the preceding week. Export movement, however, was considerably heavier, being 9,532 packages against 3,212 packages the week previous.

The official figures are as follows:

Receipts.

	Butter. Packages.	Cheese. Boxes.
Week ending July 19, 1919	18,719	44,748
Week ending July 20, 1918	16,625	84,063
From May 1 to July 19, 1919	187,470	501,495
From May 1 to July 20, 1918	182,397	692,616

Exports.

	Butter. Packages.	Cheese. Boxes.
Week ending July 19, 1919	9,532	62,361
From May 1 to July 19, 1919	13,241	519,722

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, July 21—Live and dressed hogs advanced again this week and are on a much stiffer basis with the undertone strong. The cattle markets are strong, too. Breakfast bacon is marked up and cooked and roast hams and shoulders are up one cent. Lard and shortening are marked higher in some quarters, but are held firm in others without change. Creamery butter is up one cent and cheese is down two cents per pound. Eggs advanced one to four cents per dozen. Buying prices are higher on live poultry and lower on old dressed fowl. The fish markets are active and supplies of market and steak cod and halibut are larger as is also that of whitefish.

Hogs Again Advance; Cattle High Also

Montreal.

FRESH MEATS.—There has been a sympathetic advance here in the price of live hogs, and prices are advanced materially over a week ago to $23.75 to $24 per cwt. for select abattoir stuff. A stiff advance has also been recorded for dressed hogs. Various cuts are marked higher. The cattle markets are firm and higher, and it does not seem that prices are likely to decline just now. The buying by packers is active.

Hogs, live	23 75	24 00
Hogs, dressed—		
Abattoir killed, small, 65-90 lbs.	33 50	34 00
Sows (heavy)	26 50	27 00
Fresh Pork—		
leg of Pork (trimmed) (foot on)	....	0 40
Loins (trimmed)	....	0 45
Loins (untrimmed)	....	0 42
Spare ribs	0 25	0 26
Trimmed shoulders	0 30	0 31
Fresh Beef—		
(Cows)	(Steers)	
$.... $0 28 ..Hind quarters..	$....	$0 30
0 14 0 17 .Front quarters.	0 16	0 18
.... 0 28 ..... Loins	....	0 37
.... 0 25 ..... Ribs	....	0 28
.... 0 15 .... Chucks	0 15	0 16
.... 0 26 ..... Hips	....	0 28
Calves (as per grade)	0 22	0 27
Lambs, 30-40 lbs.(whole carcass), lb.	....	0 36
No. 1 Mutton (whole carcass), lb.	....	0 20

Immense Sales Made; Breakfast Bacon Up

Montreal.

CURED MEATS.—There has been a decided impetus to the sale of breakfast bacon, and prices have been advanced one cent. There is likely to be a big sale for these goods and for cured hams, for the holiday seekers are using much of these products now. Prices are very firm, and the tendencies are upward.

Hams—		
Medium, smoked, per lb.—		
(Weights), 12-14 lbs.	....	0 47
14-20 lbs.	....	0 47
25-35 lbs.	....	0 40
20-25 lbs.	....	0 42
Backs—		
Plain	....	0 50
Breakfast, per lb. (as to qual.)	0 50	0 57
Rolls, per lb.	0 38	0 39
Dry Salt Meats—		
Long clear bacon, ton lots	0 30½	0 31½
Long clear bacon, small lots	0 31	0 32
Barrel Pork—		
Fat backs, lb.	....	0 33
Canadian short cut (bbl.) 30-40 pieces	62 00	62 50
Clear fat backs (bbl.) (40-50 pieces	....	70 00
Heavy mess pork (bbl.)	....	54 00
Bean pork (bbl.) (American) (60-80 pieces)	....	54 50

Hams and Shoulders Advanced a Cent

Montreal.

COOKED MEATS.—Big sales have been made of cooked and roast meat and hams are very big sellers. The demand has been well taken care of, and still there is every inclination toward advances being made, so great is the demand. With pork soaring, further increases may be looked for.

Head Cheese	0 13	0 15
Choice jellied ox tongue	0 65	0 66
Jellied pork tongues	....	0 44
Ham and tongue, lb.	....	0 32
Veal and tongue	....	0 25
Hams, roast	....	0 66
Hams, cooked	....	0 66
Shoulders, roast	....	0 53
Shoulders, boiled	....	0 53
Pork pies (doz.)	....	0 85
Blood pudding, lb.	....	0 12

Lard Demand Firm; Advances Probable

Montreal.

LARD.—A good heavy demand still continues for lard, and there is every indication of prices being maintained on the high levels reached, or even of higher prices obtaining. There have been advances in some quarters already.

LARD, pure—		
Tierces, 400 lbs., per lb.	0 37½	0 38
Tubs, 50 lbs., per lb.	0 38	0 38¼
Pails, 20 lbs., per lb.	0 38¼	0 38½
Bricks, 1 lb., per lb.	0 40	0 40½

Shortening is a Good Seller

Montreal.

SHORTENING.—Excellent sales have been made of shortening and there is a strong undertone to this market. Prices are more likely to advance than to decline, and there is every evidence of firmness continuing. Prices have already been marked up somewhat in certain quarters.

SHORTENING—		
Tierces, 400 lbs., per lb.	0 31	0 31¼
Tubs, 50 lbs., per lb.	0 31¼	0 31½
Pails, 20 lbs., per lb.	0 31¾	0 32
Bricks, 1 lb., per lb.	0 33	0 34

No Low Prices On Margarine

Montreal.

MARGARINE.—The market is a steady one, and this product is sold in frequent small lots, rather than in heavy. The hot weather demand is quite satisfactory, and the basis is likely to hold with most fats high, and some of them scarce.

MARGARINE—		
Prints, according to quality, lb.	0 36	0 38¼
Tubs, according to quality, lb.	0 32	0 34½

Creamery Butter Advances One Cent

Montreal.

BUTTER.—The market for creamery butter is an active one, and the feature of the week was that of a one cent advance for creamery grades. The total of 3,349 packages received here last week was readily sold, and the keen competitive buying is assigned as the reason for increased prices. The undertone is very firm and with export accounts likely to seek continued supplies, it is expected that there will be a firm market, though clear defining of the basis is not easy.

BUTTER—		
Creamery prints, fresh made	....	0 56
Creamery solids, fresh made	....	0 55
Dairy prints	0 45	0 48
Dairy, in tubs, choice	0 44	0 47

Cheese Declines 2 Cents Per Pound

Montreal.

CHEESE. — A most unsettled market condition developed last week and the net result is that of a two cent decline for new cheese. This sudden change to lower levels was due to the unsettled state of trade owing to the probability of the British authorities taking over the price control in England. There has been little export demand, and local trade is benefiting. Prices may further decline, for there has been a decided lowering tendency in the country.

CHEESE—		
New, large, per lb.	....	0 30
Twins, per lb.	0 30	0 30½
Triplets, per lb.	....	0 30
Stilton, per lb.	....	0 33
Fancy, old cheese, per lb.	0 35	0 36

Much Live Poultry; Buying Prices Up

Montreal.

POULTRY.—A freer delivery of live poultry is being made, and there has been quite a lot of competitive buying, resulting in better prices being offered the seller. Old fowls, dressed, on the other hand, are quoted down two cents per pound. There is an excellent sale for poultry all around, and the supplies are quite ample.

POULTRY (dressed)— (Selling Prices)		
Chickens, roast (3-5 lbs.)	0 40	0 41
Chickens, roast (milk fed)	0 45	0 46
Broilers (3-4 lb. pr.)	0 44	0 47

Ducks—		
Brome Lake (milk fed green)..	....	0 46
Young Domestic	0 38	0 40
Turkeys (old toms), lb.	....	0 49
Turkeys (young)	....	0 50
Geese	0 30	0 31
Old fowls (large)	....	0 34
Old fowls (small)	....	0 30
POULTRY (live)—		
(Buying Prices)		
Live—Old fowl	0 33	0 35
Roasters	0 23	0 24
Turkeys	....	0 40
Broilers	0 33	0 40

One to Four Cents Advance on Eggs

Montreal.

EGGS.—An advance has been made of one to four cents per dozen for eggs, the better grades being advanced most, and new-laids being quoted up 4c to 62c per dozen. The receipts are quite large, but the demand is excellent, and best grades in particular are quickly bought. The undertone is strong.

EGGS—		
No. 2	....	0 44
No. 1	....	0 52
Selects	....	0 58
New laids	....	0 62

Plenty of Whitefish, Cod and Halibut Arrive

Montreal.

FISH.—There is a better supply of whitefish this week, and a good demand exists for it. Supplies also of halibut and market and steak cod have arrived more freely. There is a scarcity of Gaspe salmon, and the supply is about exhausted for the season. Mackerel, lake trout and dore are firmer, and may advance.

FRESH FISH		
Carps, per lb.	0 11	0 12
Dore	....	0 20
Eels, lb.	..	0 10
Bullheads (dressed)	....	0 15
Gaspereaux, each	....	0 07
Haddies	0 12	0 13
Fillet Haddies	....	0 20
Haddock	....	0 08
Halibut, Eastern	0 24	0 24
Halibut, Western	0 23	0 24
Steak, cod	0 09	0 10
Market cod	0 06½	0 07
Flounders	....	0 08
Prawns	....	0 30
Pike, per lb.	0 12	0 13
Live lobsters	0 45	0 50
Boiled lobsters	0 35	0 40
Salmon (B.C.), per lb., Red.....	0 30	0 32
Salmon, Gaspe	0 35	0 40
Shad	....	0 13
Skate	....	0 17
Lake Trout	....	0 20
Mackerel	....	0 16
Shrimps	0 35	0 40
Whitefish	0 17	0 18
Trout, brook	....	0 40
FROZEN FISH		
Gaspereaux, per lb.	0 06½	0 07
Halibut, large and chicken	0 19	0 20
Halibut, Western	0 20	0 21
Halibut, medium	0 21	0 22
Haddock	0 06	0 06½
Mackerel	0 14	0 15
Dore	0 14	0 15
Smelts, No. 1, per lb.	0 12	0 13
Smelts, No. 2, per lb.	0 07	0 08
Pike, Headless and Dressed	0 10	0 11
Market Cod	....	0 05½
Whitefish, small	0 11	0 12
Sea Herrings	0 07½	0 08
Steak Cod	....	0 08
Gaspe Salmon, per lb.	0 24	0 25
Salmon Cohoes, round	0 17½	0 18
Salmon, Qualla, Hd. and Dd. ...	0 13	0 14
Whitefish	0 15	0 16
Smelts, extra large	....	0 22
Lake Trout	0 19	0 20
Lake Herrings, bag, 100 lbs. ...	....	6 00
Alewires	0 05½	0 06
SALTED FISH		
Codfish—		
Codfish, large bbl., 200 lbs....	....	$20 00
Codfish, No. 1, medium, bbl., 200 lbs.	18 00	....
Codfish, No. 2, 200 lb. barrel..	17 00	....
Pollock, No. 1, 200 lb. barrel.....		15 00
Codfish, strip boneless (30-lb. boxes), lb.	0 20	0 23
Codfish (boneless) (24 1-lb. cartons)		0 20
Codfish (Ivory) (2-lb. blocks, 20-lb. bx)		0 19
Boneless cod (2-lb.)	....	0 23
Shredded codfish (12-lb. box) ..	....	2 50
Dried codfish (100-lb. bbl.)	....	20 00
PICKLED FISH		
Herrings (Scotch cured), barrel.	11 25	12 00
Scotia, barrel	....	12 00
Do., half barrel	....	6 25
Mackerel, barrel		34 00
Salmon, Labrador (200 lbs.) ..	....	26 00
Salmon, B.C. (200 lbs.).....	....	24 50
Sea Trout (200-lb. bbls.)	....	25 00
Turbot (200 lbs.)	....	17 00
Codfish, tongues and sound, lb..	....	0 15
Eels, lb.	0 16	0 17
OYSTERS		
Cape Cod, per barrel	....	16 00
Batouche, per barrel		15 00
Scallops, gallon	....	4 50
Can No. 1 (Solids)	....	2 50
Can No. 3 (Solids)	....	7 50
Can No. 5 (Solids)	....	12 50
Can No. 1 (Selects)	2 50	3 00
Can No. 3 (Selects)	.. .	9 00
SUNDRIES		
Paper Oyster Pails, ¼ per 100.....		1 75
Crushed Oysters Shell, 100-lbs.....		$1 60
Paper Oyster Pails, ¼-lb. per 100....		2 25

ONTARIO MARKETS

TORONTO, July 25—All produce is holding at very firm levels. Fresh pork is selling at high levels, but beef is easier, due to the lack of demand in the warm weather. Live hogs continue at the highest levels on record. Eggs have risen from three to four cents a dozen. Production has fallen off, but consumption is still at a very high rate. Cheese is tending to lower values, but present prices are unchanged. Butter is firm.

Pork is Selling At High Figures

Toronto.

FRESH MEATS.—The strong values at which live hogs are selling, keep all quotations on pork at very high figures. Beef prices are ruling at slightly easier levels. The demand for meats is not so active these warm days, but the heavy export requirements for pork and all pork products is the chief factor in maintaining high levels for all pork. Live hogs are holding around $24 per cwt.

FRESH MEATS		
Hogs—		
Dressed, 70-100 lbs., per cwt. ..	....	$30 00
Live, on cars, per cwt.....	....	24 50
Live, fed and watered, per cwt.	....	24 00
Live, f.o.b., per cwt.	....	23 00
Fresh Pork—		
Legs of pork, up to 18 lbs....	0 39	0 42
Loins of pork, lb.	0 42	0 43
Tenderloins, lb.	0 43	0 45
Spare ribs, lb.	0 14	0 15
Picnics, lb.	0 28	0 32
New York shoulders, lb.....	0 27	0 29
Montreal shoulders, lb.	0 29	0 32
Boston butts, lb.	0 35	0 37
Fresh Beef—From Steers and Heifers—		
Hind quarters, lb.....	0 25	0 32
Front quarters, lb.	0 14	0 17
Ribs, lb.	0 22	0 28
Chucks, lb.	0 10	0 13
Loins, whole, lb.	0 32	0 35
Do., whole, lb.	0 30	0 38
Hips, lb.	0 25	0 27
Cow beef quotations about 2c per lb. below above quotations.		
Calves, lb.	0 27	0 32
Lambs, whole, lb.	0 28	0 30
Spring lamb	0 38	0 40
Sheep, whole, lb.	0 16	0 22

Above prices subject to daily fluctuations of the market.

Hams and Bacon Holding Steady

Toronto.

PROVISIONS.—Like all other pork products, hams and bacon continue at very high levels. Hams are selling around 44 and 48 cents per pound. Back bacon is selling at 48 cents, and boneless at from 55 to 58 cents. Ordinary breakfast bacon is selling at from 48c to 51 cents, and fancy breakfact bacon at from 57 to 59 cents. Dry salt meats and barrel pork are bringing very firm prices.

Hams—		
Medium	0 46	0 48
Large, per lb.	....	0 44
Backs—		
Skinned, rib in	....	0 48
Boneless, per lb.....	0 55	0 58
Bacon—		
Breakfast, ordinary, per lb. ...	0 48	0 51
Breakfast, fancy, per lb.....	0 57	0 59
Roll, per lb.	....	0 38
Wiltshire (smoked sides), lb...	0 41	0 42
Dry Salt Meats—		
Long, clear bacon, av. 50-70 lbs.	0 33	0 35
Do., av. 70-100 lbs.....	0 28	0 30
Fat backs, 16-20 lbs.	....	0 33
Out of pickle, prices range about 2c per pound below corresponding cuts above.		
Barrel Pork—		
Mess pork, 200 lbs.	....	0 58
Short cut backs, bbl., 100 lbs..	60 00	63 00
Pickled rolls, bbl., 200 lbs., heavy	....	60 00
Do., do., do., lightweight ..	....	60 00

Above prices subject to daily fluctuations of the market.

Cooked Meats At Strong Figures

Toronto.

COOKED MEATS.—A very active demand continues for all cooked meats. Boiled hams are selling at 65 cents per pound, and roast hams, without dressing at from 65 to 66 cents. Head cheese is selling at 14 to 15 cents. All other lines are very firm. The continued warm weather is stimulating the inquiry.

Boiled hams, lb.	....	0 65
Hams, roast, without dressing, lb.	0 65	0 66
Shoulders, roast, without dressing, per lb.	....	0 60
Head Cheese, 6s, lb.	0 14	0 15
Meat Loaf with Macroni and Cheese, lb.	....	0 27
Choice jellied ox tongue, lb.....	0 65	0 67
Pork and Tongue, lb.	0 48	0 52

Above prices subject to daily fluctuations of the market.

Butter Market Holds Firm

Toronto.

BUTTER.—The butter market is firm, with demand active. Dealers are paying from 50½ to 51½ cents for creamery butter in solids at country points. It is selling to the trade in prints at from 54 to 55 cents, and in the solids at from 53 to 54 cents.

Creamery prints (fresh made)	0 54	0 55
Creamery solids (fresh made)	0 53	0 54
Dairy prts., fresh separator, lb.	0 47	0 48
Dairy prints, No. 1, lb.....	....	0 45

Cheese Market is Weakening

Toronto.

CHEESE.—Dealers are endeavoring to buy cheese outside at 24 cents per pound. The tendency is towards weaker levels, and prices being paid at Montreal are decidedly easier. Quotations to the retail trade are unchanged as yet, the cheese being sold having been bought at the higher figures. New large cheese are selling at from 31 to 31½ cents, and Stiltons at 34 cents.

Cheese—		
New, large	0 31	0 31½
Stilton (new)	....	0 34

Twins ½c lb. higher than large cheese. Triplets 1½c higher than large cheese.

Moderate Demand For Margarine

Toronto.

MARGARINE.—There is a moderate demand for margarine these days. Prices to the trade are very firm, and are holding around 35 and 36 cents for the number one prints.

Margarine—		
1-lb. prints, No. 1	0 35	0 36
Do., No. 2	0 32	0 34
Do., No. 3	0 28	0 29

Solids 1c per lb. less than prints.

Sharp Advance in Egg Quotations

Toronto.

EGGS.—Sharp advances have taken place in quotations on eggs. Production has greatly declined, and consumption is still at a very high level. New laids in cartons are selling at from 57 to 60 cents per dozen, and number one eggs at from 54 to 55 cents.

Eggs—		
New laids, in cartons, doz.	0 57	0 60
New laids, doz.	0 54	0 55

Prices shown are subject to daily fluctuations of the market.

Poultry Receipts in Good Supply

Toronto.

POULTRY.—Arrivals of poultry are fairly heavy, and receipts are on the increase. There is a very good demand for both dressed and live fowl. Fowl over 4½ pounds is selling at 30 cents, and under that weight at 27 cents. Spring chickens are bringing from 50 to 55 cents per pound.

Prices paid by commission men at Toronto:

	Live	Dressed
Ducklings, lb.	$....-$0 32	$....-$0 35
Turkeys, old, lb.	....- 0 25	....- 0 30
Do., young, lb.	....- 0 30	....- 0 35
Roosters, lb.	....- 0 22	....- 0 25
Fowl, over 4½ lbs.	....- 0 30	....- 0 30
Fowl, under 4½ lbs.	....- 0 27	....- 0 27

Prices quoted to retail trade:—

		Dressed
Hens, heavy	$....	$0 35
Do., light	....	0 33
Chickens, spring	0 50	0 55
Ducklings	0 35	0 40
Turkeys	0 35	0 45

Shortening Has Active Inquiry

Toronto.

SHORTENING.—There is a good demand for shortening, and prices are holding very firm. It is selling at from 30½ to 31½ cents.

Shortening, tierces, 400 lbs., lb.	0 30½	0 31½

Lard is Selling At 37½c Pound

Toronto.

LARD.—Quotations on lard are very firm. There is an active demand for it these days. Prices range from 36¾ to 37½ cents.

Lard, tierces, 400 lbs., lb.	0 36¾	0 37½

In 60-lb. tubs, ½c higher than tierces, pails ¾c higher than tierces, and 1-lb. prints, 2c higher than tierces.

Sea Herring At 10c Per Pound

Toronto.

FISH.—The market for fish is for the most part steady and firm. Fresh sea herring is now coming forward, selling at from 9 to 10 cents per pound. Fresh sea salmon is selling at 30 cents, and frozen Restigouche salmon at 25 cents. Lake fish is arriving plentifully, and is in good demand.

FRESH SEA FISH		
Cod Steak, lb.	$0 11	$0 12
Do., market, lb.	0 09	0 10
Haddock, heads off, lb.	....	0 10
Halibut, chicken	0 21	0 22
Do., medium	0 22	0 23
Flounders, lb.	0 07	0 10
Salmon, Restigouche	0 30	0 35
FROZEN SEA FISH		
Salmon—		
Salmon	....	0 30
Herring	0 09	0 10
FRESH LAKE FISH		
Lake herring, round lb.	....	0 10
Do., dressed, lb.	0 11	0 12
Trout, lb.	0 15	0 16
Whitefish, lb.	0 11½	0 15
Mullets, lb.	....	0 05
Fresh pickerel	0 15	0 16
Ciscoes	....	0 16
Pike	0 09	0 10
Fresh mackerel	....	0 10

WINNIPEG MARKETS

WINNIPEG, July 19.—In the produce market new levels have been reached by hogs, but in other lines conditions are easier, butter, eggs and fish showing a declining tendency.

Hogs Reach Highest Level

Winnipeg.

HOGS.—Hogs have reached the highest level ever known on this market, namely $23.00. Export trade is largely responsible for this condition and Canadian importers are getting better prices for hog products in the Old Country than in Canada. As long as this condition exists high price levels will be maintained on all hog products.

Easier Prices on Creamery Butter

Winnipeg.

BUTTER.—Prices on No. 1 creamery butter are a little easier this week, being quoted at 1c per lb. as against 54c two weeks ago. Dairy butter has firmed up recently and is being quoted at 42c to 43c per lb.

Eggs Decline; A Good Supply

Winnipeg.

EGGS.—Eggs are in fairly good supply on this market, and prices have declined. Present quotations range from 30c to 35c per dozen, according to grade.

Lower Prices On Fresh Fish

Winnipeg.

FISH.—Good trading is being done in city though country business has been slow in picking up after the strike. Fresh fish prices are lower on most lines though the present price basis is very indefinite. Dealers reports much irregularity in prices on coast shipments. Lake Manitoba fishing is drawing to a close.

GENERAL MARKETS

Continued from page 46

Pork	....	0 32
Cheese	....	0 33½
Lard	....	0 37
Compound	....	0 38½
Bacon	....	0 52
Hams	....	0 45

New Sockeye Salmon on Sale

Vancouver.

CANNED GOODS. — New canned strawberries are now on the market. They are selling in 2's at $5. Sandwich clams, four dozen to a case, are selling at $6.75. New season sockeye is on the market, and is selling at $17.25. Red spring salmon, packed in ovals is bringing $15.50. None of these were packed last year. Blue-backs in half flats are selling at $14.50, a dollar higher than a year ago. Cream cheese has advanced 25 cents per dozen.

Raspberries Are Selling at $4.50

Vancouver.

FRUITS AND VEGETABLES. — Raspberries are quoted at $4.50 per crate. They are arriving in fairly good quantities.

Apples—		
New, green, box	....	4 25
Cherries, Okanagan, qt.	....	0 20
Oranges, Cal., aver.	....	6 25
Gooseberies, qt.	....	0 12
Grapefruit, case	5 00	6 00
Lemons, case	....	7 25
Pineapples, Cuban	....	5 50
Cucumbers, B.C., per doz.	....	2 00
Tomatoes (hothouse), 20, crate No. 1	....	4 50
Carrots, doz. bunches	....	0 25
Onions, doz. bunches	....	0 25
Parsley, doz. bunches	....	0 25
Local potatoes, ton	....	30 00
Turnips, doz. bunches	....	0 25
Celery, doz.	....	1 75
Raspberries, crate	....	4 50

Cocoa Shows Sharp Advance

Vancouver.

COCOA, CHICORY.—One brand of English cocoa is up 38 cents per dozen of one pound tins, and ten cents higher on halves. Chicory is selling at 35 cents per pound.

Have No Hesitation

in choosing

'Bluenose' Butter

it always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about it. Order from your grocer.

SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax . N.S.

LARD

A good time to buy lard. And when you buy—buy "Star" Brand. There will be a big demand for lard to go to Europe—prices will be higher.

Made Under Government Inspection

F. W. FEARMAN CO.
LIMITED
HAMILTON

ARCTIC

Creates Customer Confidence

That's what your whole success is based on — customer confidence. And the presence of an Arctic Refrigerator in your store, with its clean, sanitary appearance and absolute protection of perishables, will do more to encourage and strengthen this valuable asset than miles of pleasant smiles and courteous conversation.

There is a model and size that will exactly fit your needs.

Write at once for free catalogue and prices.

JOHN HILLOCK & CO., Limited

Office, Showrooms and Factory: 154 George St., Toronto

AGENCIES:—A. Tilley, 54 McGill College Ave., Montreal; Geo. Cameron, Sparks St., Ottawa; J. McMillan, 200 Main St., Winnipeg; Western Butchers Supply Co., Regina, Sask.; M. E. Watt. 572 Knox St., Vancouver. B.C.

When in Doubt Try the "Want Ad" Page

Every week this page is being used to splendid advantage by others. If you have something to sell, or you want to buy a business, fixtures or equipment—or maybe you want a clerk, a traveller—try it out.

Two cents per word first insertion, and one cent per word for each subsequent insertion, and five cents extra per insertion for Box No. Payable in advance.

ADDRESS

CANADIAN GROCER - - 143-153 UNIVERSITY AVE., TORONTO

For Summer Housekeeping and Vacation Use—

At this season of the year every housekeeper is looking for those foodstuffs which, while being tempting and appetizing, are yet nutritious, economical, and—above all—easily prepared for use.

Every camping party—every motor jaunt or picnic—requires the same factors in its provisions, but, in addition, wants particularly those which will **keep** where fresh meat is impracticable.

There's a big field in this trade for the progressive dealer, and he can **meet every one of the above requirements** by stocking

Swift's Premium Hams and Bacon

and

Cooked Meat Specialties

Our extensive general advertising has made these products known to a wide circle of buyers—all they need from you is the hint that **yours is the store that handles them**. Perhaps you don't fully realize what a complete line of foodstuffs is comprised in the above Swift Products —if so, don't hesitate to

See Our Traveller, or Write Direct.

Swift Canadian Co.
Limited

Toronto Winnipeg Edmonton

(Canada Food Board License Nos' 13-170, 171, 172.)

MADE IN CANADA

Taylor & Pringle Co.

Limited

OWEN SOUND, ONT.

Manufacturers of

PICKLES, CATSUPS, SAUCES,
VINEGAR, CIDER, ETC.
QUEEN QUALITY PICKLES
UNIVERSAL FRUIT SAUCE
PARAGON PICKLES
CATSUP RELISH

TAYLOR & PRINGLE'S PRODUCTS ARE GOOD PRODUCTS

SALT PLANT, WINDSOR, ONTARIO

Handle the brands that have proved their quality and firmly established their reputation as "pure goods."

Of course you handle

Windsor Table Salt
Made in Canada

THE CANADIAN SALT CO., LIMITED

COSGRAVE'S PURE Malt Vinegar

It pays you best to sell branded, guaranteed goods. That's why you ought to sell COSGRAVE'S PURE MALT VINEGAR.

Attractively Labeled Bottles—2 Sizes

RETAIL PRICES:

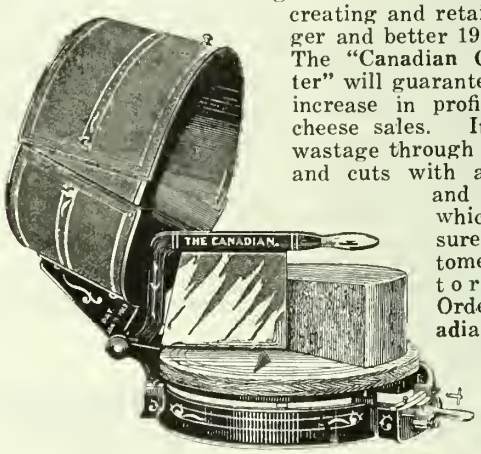
Large Bottle 25c. Small Bottle 15c.

100% Pure *Well Advertised*

ASK YOUR JOBBER FOR IT

Better equipment will bring you better business in 1919

Prepare now for a more profitable turnover during the year. Proper equipment will be a mighty strong means of consolidating the trade of the past, while creating and retaining a bigger and better 1919 business. The "Canadian Cheese Cutter" will guarantee you a big increase in profits on your cheese sales. It eliminates wastage through scraps, etc., and cuts with an accuracy and rapidity which will assure your customer satisfactory service. Order a "Canadian" to-day and reap your share of prosperity. Only $18.00.



The CANADIAN Open

The Computing Cheese Cutter Co.

WINDSOR, ONT.

To The Grocery Trade:

Are you prepared for the big demand that we are creating for our

BRUNSWICK BRAND SARDINES ?

This Canadian product is selling from the Atlantic to the Pacific.

These fish are caught in the Bay of Fundy and scientifically prepared in our large plant, packed the day they are caught in a clean, sanitary way.

BRUNSWICK BRAND SARDINES

are ready sellers and show you a good profit.

Order from your wholesaler or write direct to

CONNORS BROS., LTD.

Black's Harbor, N.B.

TRADE CB LTD MARK

One of Six Reliable Sellers

The other five are:

¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies (Oval and Round Tins)
Kippered Herring
Herring in Tomato Sauce
Clams

GROCERS

ORDER YOUR STOCK OF

Champagne de Pomme

NOW

It makes a delicious drink. Put up in pint bottles or splits. Recommend it to your customers. Pays a good profit. Easy to sell.

Order from your wholesaler or

Cie Canadien Importations

140 ST. CATHERINE ST. E.

Montreal

We want Agents in Every City and Town

Y & S STICK LICORICE

in 10c Cartons

Everything in Licorice for all Industries using

LICORICE

in any form.

Made in Canada by

National Licorice Company

MONTREAL

Every home needs a GOOD broom or a whisk

Every home needs a GOOD Broom or a Whisk. Not that 15-cent store variety. WE don't make any. Every housewife is a good prospect for a sale of "Excelsior" Brooms and Whisks. They are serviceable lines — made in Canada at Owen Sound, Ont., and are priced in a way that will appeal to every woman.

TRADE EXCELSIOR MARK

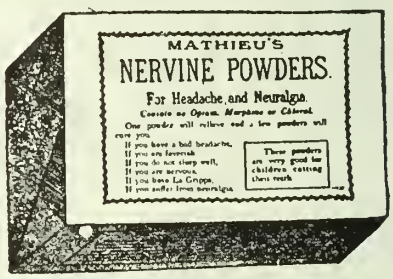
Every repeat order will be right up to the sample. Our factory inspection guarantees this.

Send to-day for our price list. We give personal attention to every order and guarantee prompt service.

J. C. SLOANE

Makers of Fine Brooms and Whisks

845 5th Avenue, Owen Sound, Ontario



Mathieu's Nervine Powders

—the simplest and most effective remedy for all forms of headaches is a reliable line to stock. There is a demand for it the year around.

Recommend this wonderful little nerve remedy to every customer troubled with any form of nervous trouble. It gives quick and sure results.

J. L. Mathieu Co.

PROPRIETORS

SHERBROOKE, QUEBEC

By Appointment

A dual purpose sauce is Lea & Perrins'

To flavor or to savor. That's the mission of Lea & Perrins'—the Original Worcestershire Sauce.

It is both a table sauce and a cooking sauce of known merit. Equally popular in the kitchen and in the dining-room. World-wide in its reputation. World-renowned for its flavor.

Lea & Perrins

The Original and Genuine
WORCESTERSHIRE SAUCE

Repeat orders and added confidence in your service will result if you display and recommend this steady seller.

Harold Seddon, Canadian Agent, 137 McGill St., Montreal

KING GEORGE'S NAVY

CHEWING TOBACCO

The men of your town who look for and appreciate a chewing tobacco that is unquestionably superior will find their anticipations fully met by the splendid texture and flavor of King George's Navy.

No good grocer can afford to omit this popular line from his tobacco stocks.

Rock City Tobacco Co., Ltd.

Looking for a Man?

Look for him where he should be found—in employment in the grocery business, the business you yourself are in.

Advertise to get him. Use a small classified advertisement, to cost you 2 cents a word. Put this low-priced advertisement in CANADIAN GROCER—the paper read by grocers and their men. Somewhere is the man good for you to have. You may not be able to attract him readily from his present place. On the other hand, he may be looking for you. But fish for him. Cast again and again. The best men are hardest to get.

What is a dollar or two spent on finding the man you want—if you get him?

Narrow your search. Use the newspaper that searches out for you among those where he is likely to be found.

Make your advertisement brief—like a telegram.

We provide a box number, if you want your identity concealed. And forward replies, of course.

Rates.—Two cents per word first insertion and 1 cent per word each subsequent insertion. Five cents extra per insertion if replies are to be sent to box number in our care.

Canadian Grocer
143-153 University Ave.
Toronto

It's Easy To Sell

ROSE'S LIME JUICE

The Original and Genuine Brand

How tempting and cooling a bottle of Rose's Lime Juice looks when the mercury is hovering around the century mark.

And its cooling, envigorating properties are even better than its appearance suggests.

Are you acquainted with the real merits of Rose's? Just open up a bottle yourself and try a glass or two.

You'll feel like recommending it then, and every user of Rose's will thank you for suggesting such a cooling, healthful non-intoxicant.

Send your order in to-day.

Holbrooks, Ltd.
TORONTO and VANCOUVER

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World
OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B.C.
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, Ont.
St. John, N.B.	Winnipeg, Man.
Victoria, B.C.	Sydney, N.S.

Reputation gained by long years of vigorous, conscientious and successful work.

Thomas C. Irving General Manager Western Canada
TORONTO

THE MOST DELICIOUS CATSUP

Which will not spoil is made from

PARKE'S Catsup Flavor and Preserver

A concentrated extract of spices which produces a natural bright, red color catsup that will keep for all time.
NO ADDITIONAL SPICES ARE REQUIRED.
RETAIL PRICE, 25c PER BOTTLE.
One bottle is enough for a bushel of tomatoes.
WHOLESALE PRICE, $2.25 PER DOZ. $27 PER GROSS.

Parke & Parke, Ltd. Macnab St. and Market Sq HAMILTON, ONT.

Are You Interested?

CANADIAN GROCER reaches the retailer, the wholesaler, the manufacturer, the clerk and the traveller, just the men to whom you wish to sell or from whom you would buy.

RATES:
(payable in advance)
2c per word, first insertion.
1c per word, subsequent insertions.
5c extra per insertion when replies are to be addressed c/o Canadian Grocer.

No Other Paper Reaches All These Men.
In Selling a Business?
In Buying a Business?
In Engaging a Clerk?
In Securing a Position?
In Securing a Partner?
In Disposing of Second-hand Fixtures?
Then you should use.
Canadian Grocer's Classified Ad. Columns.

It should find for you among the progressive Grocers of Canada at least one individual who is on the lookout for just such a proposition that you have to offer.

Canadian Grocer
143-153 University Ave., Toronto

CHOCOLATTA

proved itself to be so valuable during the war that some have thought it was a special preparation for Overseas.

CHOCOLATTA is, however, as valuable in the home as in the field. It is a combination of three nourishing foods: Chocolate, Milk and Sugar in powder form. Your customers will like it.

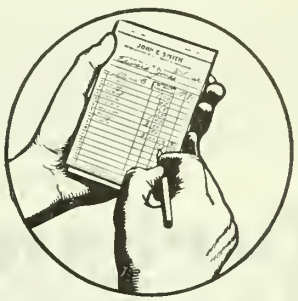
Send for our attractive terms.

THE NUTRIENT FOOD COMPANY, LIMITED
1266 QUEEN STREET, WEST : TORONTO, CANADA

SUMMER PRICES ON COUNTER CHECK

B-O-O-K-S

Order now for Fall delivery. Orders shipped any time within 90 days. State the time you want them—we will do the rest and do it well. Don't put off this matter.



McCaskey Systems Limited, Toronto
A McCaskey Credit Register will help you keep Books without Book-keeping.

McCASKEY
"ONE WRITING"

"PRIDE OF CANADA"

PURE MAPLE SUGAR AND SYRUP

We can supply this season's crop. Our goods are backed by a written guarantee to be absolutely pure maple only. Order your requirements now direct or from our Agents.

REPRESENTATIVES:—W. L. Mackenzie & Co., Limited, Winnipeg, Regina, Saskatoon, Calgary, and Edmonton; Oppenheimer Bros., Limited, Vancouver, B.C.; S. H. P. MacKenzie & Co., 33 Yonge St., Toronto, Can.; J. W. Gorham & Co., Halifax, N.S., and The Canadian Maple Products Company, Limited, 5 Justice Walk, Church Street, Chelsea, London, S.W.

MAPLE TREE PRODUCERS ASSOCIATION, LIMITED
Offices: 58 Wellington St. W., Montreal, Canada

Man Left You, Did He?

And for the life of you you don't know where to find another to replace him. Well, our advice to you—and it's good advice—is: Find him by advertising—a small condensed advertisement in CANADIAN GROCER.

If you wanted a blacksmith, we wouldn't recommend CANADIAN GROCER, but when it comes to finding a man for the grocery business, honestly we don't know of a better or cheaper way of finding him than the use of CANADIAN GROCER.

The way to find the man you want is to look for him where he is likely to be found—in the grocery business.

Rate is 2 cents a word first insertion and 1 cent per word each subsequent insertion. Five cents additional per insertion when replies are to be sent to Box Number in our care. Send your advertisement and remittance to

Canadian Grocer Want Ads. 143-153 University Avenue TORONTO

Field & Co.

(Fruit Merchants) Ltd.

40-41-42, KING WILLIAM ST.
LONDON, E.C. 4, ENGLAND

Cables: "Loudly, London."
Codes (Private): A.B.C. 4th and 5th Editions, Western Union and Bentleys.

Direct Shippers

Portuguese Sardines, French Sardines, Norwegian Brisling, Sild, Herrings, &c; Dried Fruits, Currants, Dates, Raisins, Evaporated Fruits; Almonds and Nuts of all kinds, Shelled and Prepared Almonds; Almonlike (substitute for Prepared Almonds); Shelled Walnuts and Kernels; Spices; Rices, Tapiocas, &c.; Confectionery, Chemicals, &c.

Proprietors of

Turban Dates
BRAND BUSREH

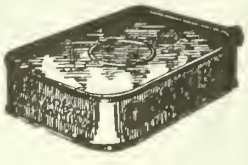
IN CARTONS. Cases each 60 nominal pounds

Turban Puddings
COMPLETE

Whole Rice Custard
Barley Flake Custard
Sago Custard
Ground Rice Custard
Tapioca Custard
Semolina Custard

All ingredients in the packet. No Eggs, Sugar or Milk required. A quart of water and a packet of Turban gives a rich milky pudding for six persons. Cases each 6 dozen assorted.

OBAYO REAL SARDINES



The Élite of the Sea

Guaranteed real Sardines, carefully packed in pure oil. Of high grade quality and fine flavor. Attractive gold and blue labels.

Packed in following sizes, 22 m/m. ¼-club. Nominal 10 oz. 12 oz. and 18 oz. All with keys.

Special Quotations upon Application.

The New Label Draws Custom

The quality of Shirriff's Orange Marmalade could not be improved upon, so we decided to make a more attractive label. This means increased sales for the dealer who handles.

Shirriff's

(True Seville)

Orange Marmalade

An artistic window or counter display of this matchless product is bound to bring new customers and when they have once tried Shiriff's they will want it regularly. It has a fascinating flavor that even the best home-made marmalade cannot have—made by experts from Seville oranges and pure cane sugar. Lay in a supply to-day. You will find ready sales.

Imperial Extract Co.

Toronto, Ontario

Agents for Canada:
Harold F. Ritchie & Co., Ltd.
Toronto Montreal

Telegrams and Cables—LANDAUER, LONDON
Standard Codes Employed

Established 1878

LANDAUER & CO.

36 Fenchurch Street, LONDON, E.C. 3, ENGLAND

IMPORTERS, EXPORTERS and GENERAL PRODUCE MERCHANTS

Keenly interested in all descriptions of CANNED GOODS
Specifically APPLES, PEARS and MEATS

SHIPPERS, PACKERS and EXPORTERS INVITED TO CORRESPOND

Bankers: ROYAL BANK OF SCOTLAND

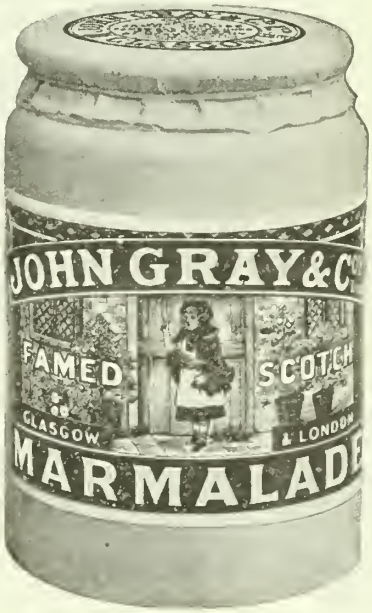
JAMS
MARMALADES
PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

Cable: Lamberton, Glasgow.
Codes: A.B.C. 4th and 5th Editions.

CONFECTIONERY
MARZIPAN
CHOCOLATE



Agents
Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada
Lind Brokerage Co., Ltd., Toronto

Do They Know?

It may be you want to rent that store; have a business for sale; seek a partner; or perhaps wish to purchase stock in a progressive grocery business. Then again it is likely to be some fixture you want taken off your hands owing to recent improvements.

Do the grocers in all parts of Canada know what you have to offer? They don't?

Then a *"Want Ad"* in *Canadian Grocer* will tell nearly all the progressive business men, together with their staffs, just what an opportunity you have, and in the way that you want them to know.

And the cost is so reasonable, too—2 cents a word for the first insertion, and 1 cent a word for each subsequent issue. 5 cents additional per insertion if answers are to be sent in care of a box number.

Is not that a good service at a low cost? It has accounted for many rapid turn-overs.

Send in yours to-day.

Canadian Grocer
143-153 University Avenue
Toronto

Canada Beaver Brand Brooms

BROOMS, BRUSHES — CANADA BEAVER BRAND — Trade Mark — WHISKS & TOY BROOMS

All grades of Brooms. Best material of Illinois Corn.

10 different grades of whisks.

3 different grades of Toy Brooms.

10 different grades of Household Brooms.

Warehouse Brooms a specialty. Best Maple Hardwood Handles.

Expert Workmen and first-class materials.

The
Canada Broom & Brush Co., Limited
RIDGETOWN, ONT.
Sales Manager
A. B. Campbell, 42 Geoffrey St. Toronto

VOL-PEEK

FIRST AID IN THE KITCHEN -

IN EVERY HOUSEHOLD

Vol-Peek finds a place. Mends pots, pans, tinware, graniteware, copper, aluminum, etc. Easily applied, sanitary, hardens quickly and costs only **½ cent per mend.**

Send a sample order to-day. A bright colored display stand of 24 packages for $2.25. Vol-Peek sells on sight and is guaranteed; 60% profit for the dealer.

At your jobber or

H. NAGLE & CO., Box 2024, MONTREAL

Sani-Flush

(TRADE MARK REGISTERED)

Closet Bowl Cleaner

Women have found that cleaning the water-closet is a disagreeable and discouraging task.

They are glad to become acquainted with ***Sani-Flush,*** which does the work effectively and makes the task easy.

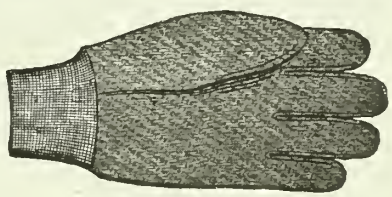
The ***Sani-Flush*** package tells the story. Keep your stock of ***Sani-Flush*** on a conspicuous shelf. Place a can on a counter.

That's good merchandising.

HAROLD F. RITCHIE & CO.
LIMITED
10-12-14 McCaul Street
TORONTO, ONT.

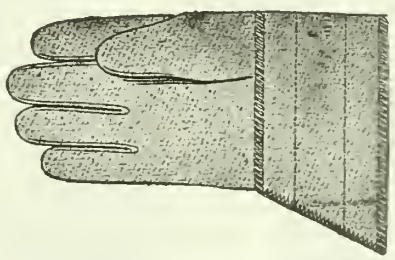
TAPATCO

REGISTERED BRAND TRADE MARK



Ask your wholesaler to send you a stock of these gloves

The men of your town need them. They are strong, serviceable and comfortable and always give the wearer 100 per cent. value and satisfaction. There's a TAPATCO style and weight for every purpose. Show an assortment in your windows.



The American Pad and Textile Company
Chatham Ontario

Purity
TABLE SALT
In sanitary cotton bags and handy free-running packages.
You cannot recommend a better salt to any housewife than Purity
For table or dairy use there is no better salt—a fact good housewives are quick to appreciate
You'll get a good margin of profit on every sale of Purity
THE WESTERN SALT CO., LIMITED
COURTRIGHT ONT
PURITY BRAND FREE RUNNING TABLE SALT
THE WESTERN SALT CO LIMITED COURTRIGHT ONTARIO

KEYSTONE BRAND
NUGGET BROOMS
When a customer asks for a "Nugget" Broom there must be a reason for remembering the name.
NUGGET BROOMS
are brooms of good reputation. A "just as good" line will not satisfy women who know the merits of a "Nugget," and want a light, yet sturdy broom.
The quick turnovers from "Nugget" Brooms will swell your income.
The "Nugget" Broom is only one of the famous Keystone Brand Brooms and Brushes.
Write for price and particulars to the makers of the famous Keystone line.
STEVENS-HEPNER CO., Limited
PORT ELGIN, ONTARIO

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $83.20 PER INCH PER YEAR

JAMS

DOMINION CANNERS, LTD.
Hamilton, Ont.

"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vav top Glass Jars, 16 oz. glass, 2 doz. case.	Per doz.
Blackberry	$3 35
Currant, Black	3 95
Pear	3 25
Peach	3 25
Plum	2 95
Raspberry, Red	3 95
Apricot	3 35
Cherry	3 45
Gooseberry	3 35

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	$2 30
12 oz. Glass, Screw Top, 2 doz. in case	2 55
16 oz. Glass, Screw Top, 2 doz. in case	3 25
16 oz., Glass, Tall, Vacuum, 2 doz. in case	3 25
2's Tin, 2 doz. per case	5 10
4's Tins, 12 pails in crate, per pail	0 82
5's Tin, 8 pails in crate, per pail	1 01
7's Tin or Wood, 6 pails in crate	1 42
30's Tin or Wood, one pail in crate, per lb.	0 20

PORK AND BEANS "DOMINION BRAND"

	Per doz.
Individual Pork and Beans, Plain, 75c, or with Sauce, 4 doz. to case	$0 85
1's Pork and Beans, Flat, Plain, 4 doz. to case	0 92½
1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case	0 95
1's Pork and Beans, Tall, Plain, 4 doz. to case	0 95
1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to the case	0 97½
1½'s (20 oz.) Plain, per doz.	1 25
Tomato or Chili Sauce	1 27½
2's Pork and Beans, Plain, 2 doz. to the case	1 50
2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case	1 52½
2½'s Tall, Plain, per doz.	2 00
Tomato or Chili Sauce	2 35

Family, Plain, $1.75 doz.; Family, Tomato Sauce, $1.95 doz.; Family, Chili Sauce, $1.95 doz. The above 2 doz. to the case.

CATSUPS—In Glass Bottles

	Per doz.
½ Pts., Aylmer Quality	$1 90
Pts., Aylmer Quality	2 35
	Per jug.
Gallon Jugs, Aylmer Quality	1 62½
	Per doz.
Pints, Delhi Epicure	2 70
½ Pints, Red Seal	1 45
Pints, Red Seal	1 90
Qts., Red Seal	2 45
Gallons, Red Seal	6 45

BORDEN MILK CO., LTD.. CONDENSED MILK

Terms, net, 30 days.

Eagle Brand, each, 48 cans	$9 60
Reindeer Brand, each 48 cans.	9 15
Silver Cow, each 48 cans	8 40
Gold Seal, Purity, each 48 cans	8 25
Mayflower Brand, each 48 cans	8 25
Challenge Clover Brand, each 48 cans	7 75

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	$6 65
Jersey Brand, Hotel, each 24 cans	6 65
Peerless Brand, Hotel, each 24 cans	6 65
St. Charles Brand, Tall, each 48 cans	6 75
Jersey Brand, Tall, each 48 cans	6 75
Peerless Brand, Tall, each 48 cans	6 75
St. Charles Brand, Family, each 48 cans	5 75
Jersey Brand, Family, each 48 cans	5 75
Peerless Brand, Family, each 48 cans	5 75
St. Charles Brand, small, each 48 cans	2 90
Jersey Brand, small, each 48 cans	2 90
Peerless Brand, small, each 48 cans	2 90

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	$6 25
Reindeer Brand, small, each 48 cans	6 50
Regal Brand, each 24 cans..	5 90
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

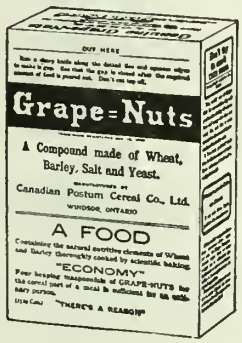
W. CLARK, LIMITED MONTREAL

Compressed Corn Beef—½s, $2.90; 1s, $4.90; 2s, $9.35; 6s, $34.75.
Lunch Ham—1s, $6.95; 2s, $13.85.
Ready Lunch Beef—1s, $4.90; 2s, $9.
English Brawn — ½s, $2.85; 1s, $4.45; 2s, $8.95.
Boneless Pig's Feet—½s, $2.85; 1s, $4.45; 2s, $8.95.
Ready Lunch Veal Loaf—½s, $2.40; 1s, $4.40.
Ready Lunch Beef-Ham Loaf—½s, $2.40; 1s, $4.40.
Ready Lunch Beef Loaf—½s, $2.40; 1s, $4.40.
Ready Lunch Asst. Loaves—½s, $2.45; 1s, $4.45.
Geneva Sausage—1s, $4.35; 2s, $8.75
Roast Beef—½s, $2.90; 1s, $4.85; 2s, $9.45; 6s, $34.75.
Roast Mutton—1s, $6.95; 2s, $11.95; square cans, $45.00.
Boiled Mutton—1s, $6.35; 2s, $11.95; 6s, $45.00.
Jellied Veal—½s, $3.25; 1s, $4.95; 2s, $9.25.
Cooked Tripe—1s, $2.85; 2s, $4.90.
Stewed Ox Tail—1s, $2.25; 2s, $4.45.
Stewed Kidney—1s, $4.40; 2s, $8.45.
Mince Collops—½s, $1.90; 1s, $3.75; 2s, $6.75.
Sausage Meat—1s, $3.85; 2s, $7.90.
Corn Beef Hash—½s, $1.90; 1s, $3.90; 2s, $5.75.
Beef Steak and Onions—½s, $2.90; 1s, $4.80; 2s, $8.85.
Jellied Hocks—2s, $9.45; 6s, $30.00.
Irish Stew—1s, $2.90; 2s, $5.80.
Cambridge Sausage—1s, $4.45; 2s, $8.75.
Boneless Chicken—½s, $5.95; 1s, $9.95.
Boneless Turkey — ½s, $5.90; 1s, $9.00.
Ox Tongue—½s, $4.95; 1s, $12.00; 1½s, $18.50; 2s, $23.95; 3½s, $44.00; 6s, $60.00.
Lunch Tongue—½s, $4.90; 1s, $10.45.
Mince Meat (Tins)—1s, $2.90; 2s, $4.00; 5s, $12.90.

What The Sales Record Shows

is a pretty good index of popular favor. Judging from this angle, Grape-Nuts is a big favorite of the Canadian people; and year after year the demand increases.

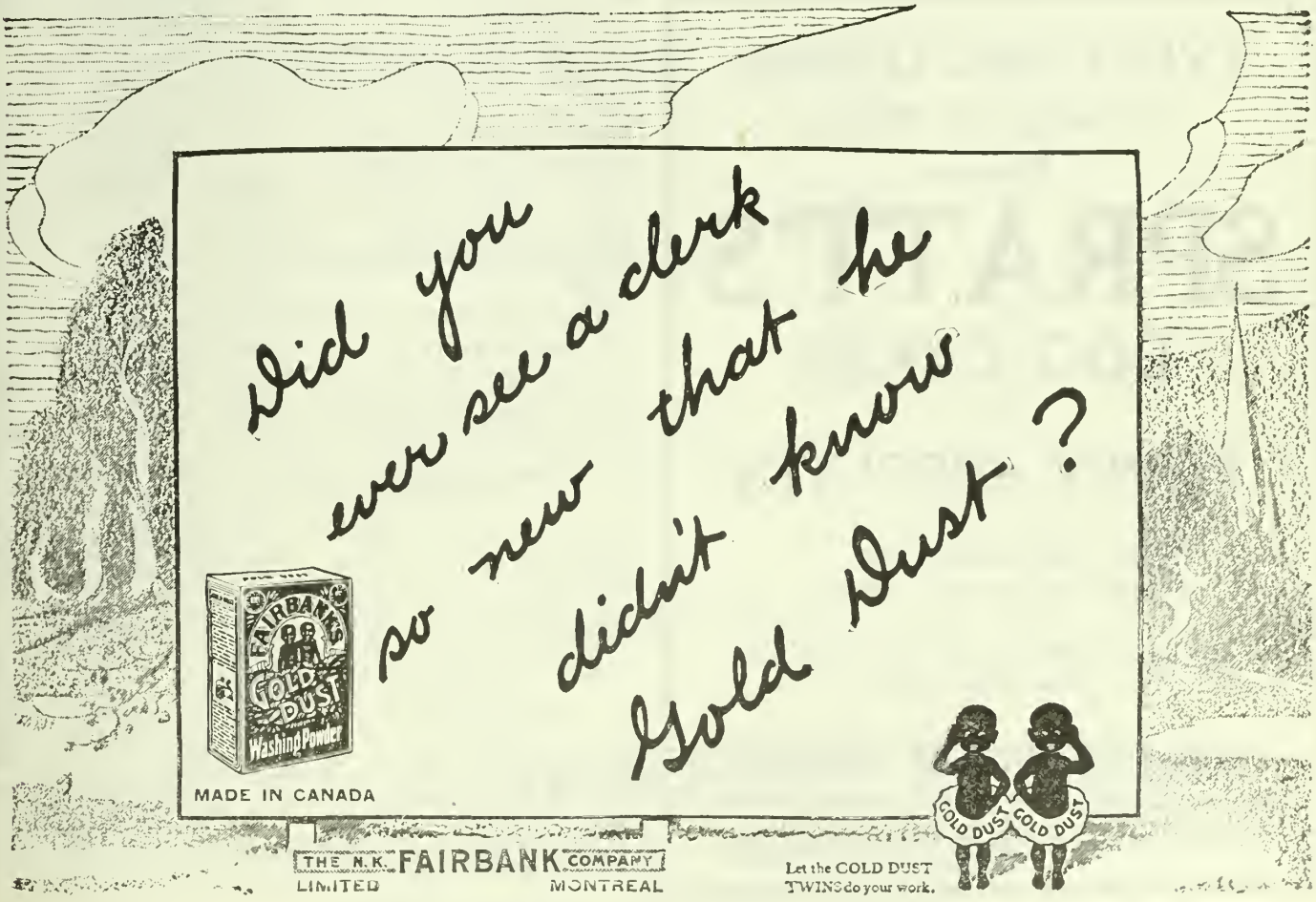
Grape-Nuts



with its high food quality always maintained, has a still brighter outlook ahead. A little attention to store display, and selling helps, yield added returns to grocers.

Good Profit **Sale Guaranteed**

Canadian Postum Cereal Co., Ltd., Windsor, Ont.


Did you ever see a clerk so new that he didn't know Gold Dust?
FAIRBANKS GOLD DUST Washing Powder
MADE IN CANADA
GOLD DUST GOLD DUST
THE N.K. FAIRBANK COMPANY
LIMITED MONTREAL
Let the COLD DUST TWINS do your work.

FINEST CRYSTAL GELATINES

Powdered and Sheet

FINE LEAF GELATINE

British Manufacture

GELATINE

OURY, MILLAR & CO.

9 Mincing Lane, London, E.C., Eng.

SOLE AGENTS FOR CANADA

F. S. Jarvis & Co.

18 TORONTO ST., - TORONTO

EVERY DOG OWNER

throughout the World

Knows

SPRATT'S

DOG CAKES

and

PUPPY BISCUITS

Will you cater for those in your town?

Ask your jobber for them or write for samples and prices to

SPRATT'S PATENT LIMITED

Congress Street, NEWARK, New Jersey, U.S.A.

or

24-25 Fenchurch Street, London, England

Mince Meat (Bulk)—5s, 17c; 10s, 16c; 25s, 15; 50s, $15.

Chateau Brand Pork and Beans, with Tomato Sauce—Ind., $1.05; 1s, $1.65; 2s, $2.35; 3s, $3.50. With Plain Sauce—Ind., 95c; 1s, $1.60; 2s, $2.30; 3s, $3.30.

Chateau Brand Concentrated Soups—Celery, $1.45; Consomme, $1.45; Green Peas, $1.45; Julienne, $1.45; Mutton Broth, $1.45; Ox Tail, $1.45; Pea, $1.45; Scotch Broth, $1.45; Chicken, $1.60; Mock Turtle, $1.45; Tomato, $1.50; Vermicelli Tomato, $1.50; Soups and Bouilli, 6s, $15.

Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 85c; 1s, $1.00; 1½s, $1.45; 2s, $1.90; 3s, talls, $2.50; 6s, $8; 12s, $16. Plain Sauce, Pink Label—Ind., 85c; 1s, $1.00; 1½s, $1.45; 2s, $1.90; 3s (talls), $2.50; 6s, $8; 12s, $12.

Chili Sauce (red and gold label)—Ind., 85c; 1s, $1.00; 1½s, $1.45; 2s, $1.90.

Vegetarian Baked Beans and Tomato Sauce—2s, $1.90.

Sliced Smoked Beef—½s, $2.45; 1s, $3.45; 4s, $24.

Canadian Boiled Dinner—1s, $2.35; 2s, $4.95.

Army Rations—Beef and Vegetables, 1s, $2.25; 2s, $4.95.

Spaghetti with Tomato Sauce with Cheese—½s, $1.35; 1s, $1.85; 3s, $3.25.

Tongue, Ham and Veal Pates—½s, $2.30.

Ham and Veal Pates—½s, $2.30.

Smoked Vienna Style Sausage—½s, $2.45.

Pate De Foie—¼s, 75c; ½s, $1.40.

Plum Pudding—½s, $1.95; 1s, $3.85.

Potted Beef Ham—¼s, 75c; ½s, $1.40. Beef—¼s, 75c; ½s, $1.40.

Potted Tongue—¼s, 75c; ½s, $1.40.

Potted Game (Venison)—¼s, 75c; ½s, $1.40.

Potted Veal—¼s, 75c; ½s, $1.40.

Potted Meats (Assorted)—¼s, 80c; ½s, $1.45.

Devilled Beef Ham—¼s, 75c; ½s, $1.40. Beef—¼s, 75c; ½s, $1.40.

Devilled Tongue — ¼s, 75c; ½s, $1.40. Veal—¼s, 75c; ½s, $1.40

Devilled Meats (Assorted) — ¼s, 80c; ½s, $1.45.

In Glass Goods

Fluid Beef Cordial—20 oz. bottles, $10; 10 oz., $5.

Ox Tongue — 1½s, $20.00; 2s, $24.95.

Lunch Tongue (in glass)—1s, $11.95.

Sliced Smoked Beef (in glass)—¼s, $1.80; ½s, $2.80; 1s, $3.90.

Mincemeat (in glass)—1s, $3.25.

Potted Chicken (in glass)—¼s, $2.90.

Ham (in glass)—¼s, $2.90.

Tongue (in glass)—¼s, $2.90.

Venison (in glass)—¼s, $2.90.

Meats, Assorted (in glass)—$2.90.

Chicken Breast (in glass) — ½s, $8.90.

Tomato Ketchup—8s, $2.20; 12s, $2.75; 16s, $3.40.

Chili Sauce—10 oz., $3.25.

Spaghetti with Tomato Sauce—½s, $1.35; 1s, $1.90; 3s, $3.25.

Peanut Butter — ¼s, $1.35; ½s, $1.85; 1s, $2.25; in pails, 5s, 26c; 12s, 24c; 24s, 23c; 50s, 23c.

COLMAN'S OR KEEN'S MUSTARD

	Per doz. tins
D.S.F., ¼-lb.	$2 80
D.S.F., ½-lb.	5 30
D.S.F., 1-lb.	10 40
F.D., ¼-lb.	
	Per jar
Durham, 1-lb. jar, each	$0 60
Durham, 4-lb. jar, each	2 25

CANADIAN MILK PRODUCTS, LIMITED,

Toronto and Montreal

KLIM

Hotel	$18 50
Household size	8 25
Small size	5 75

F.o.b. Ontario jobbing points, east of and including Fort William. Freight allowance not to exceed 50c per 100 lbs., to other points, on b-case lots or more.

THE CANADA STARCH CO., LTD.

Manufacturers of the Edwardsburg Brands Starches

Laundry Starches— Boxes	Cents
40 lbs., Canada Laundry	0.10
40 lbs., 1-lb. pkg., Canada White or Acme Gloss	0.10½
48 lbs., No. 1 White or Blue Starch, 3-lb. cartons	0.11
100-lb. kegs, No. 1 white	0.10½
200-lb. bbls., No. 1 white	0.10½
30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs.	0.12
48 lbs., Silver Gloss, in 6-lb. tin canisters	0.13½
36 lbs. Silver Gloss, in 6-lb. draw lid boxes	0.13½
100 lbs., kegs, Silver Gloss, large crystals	0.11½
40 lbs., Benson's Enamel, (cold water), per case	3.25
Celluloid, 45 cartons, case	4.50
Culinary Starch	
40 lbs., W. T. Benson & Co.'s Celebrated Prepared	0.11¾
40 lbs. Canada Pure or Challenge Corn	0.10¼
20-lb. Caseo Refined Potato Flour, 1-lb. pkgs.	0.16½
(20-lb. boxes, ¼c higher, excep. potato flour)	

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz.	1 50
Knox Plain Sparkling Gelatine (makes 4 pints), per doz.	$2 00
Knox Acidulated Gelatine (Lemon Flavor), makes 4 pints, per doz.	2 10

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP

Perfect Seal Jars, 3 lbs., doz. in case	$4.30
2-lb. tins, 2 doz. in case	5.45
5-lb. tins, 1 doz. in case	6.05
10-lb. tins, 1 doz. in case	5 75
20-lb. tins, ¼ doz. in case	5 70

(Prices in Maritime Provinces 10c per case higher.)

Barrels, about 700 lbs.	$0 08¼
Half bbls., about 350 lbs.	0 08½
¼ bbls., about 175 lbs.	0 08¾
2-gal. wooden pails, 25 lbs.	2 60
3-gal. wooden pails, 38½ lbs.	3 85
5-gal. wooden pails, 65 lbs.	6 25

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	$5 95
5-lb. tins, 1 doz. in case	6 55
10-lb. tins, ½ doz. in case	6 05
20-lb. tins, ¼ doz. in case	6 25

(5, 10, and 20-lb. tins have wire handles.)

MOZOLA COOKING OIL

	Per case
No. 1, 24 tins	12 00
No. 2, 12 tins	11 50
No. 8, 6 tins, 7½ lbs. each	20 25
No. 5, 2 tins, 37½ lb. each	30 00

INFANTS' FOOD MAGOR, SON & CO., LTD.

Robinson's Patent Barley—	Doz.
1 lb.	$4 00
½ lb.	2 00
Robinson's Patent Groats—	
1 lb.	4 00
½ lb.	2 00

NUGGET POLISHES

	Doz.
Polish, Black, Tan, Toney Red and Dark Brown	$1 15
Card Outfits, Black and Tan	4 15
Metal Outfits, Black and Tan	4 85
Creams, Black and Tan	1 25
White Cleaner	1 25

IMPERIAL TOBACCO CO. OF CANADA, LIMITED EMPIRE BRANCH

Black Watch, 10s, lb.	$1 20
Bobs, 12s	1 00
Currency, 12s	1 00
Stag Bar, 9s, boxes, 6 lbs.	1 08
Pay Roll, thick bars	1 25
Pay Roll, plugs, 10s, 6-lb. ¼ caddies	1 25
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs	1 08
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes	1 12
Forest and Stream, tins, 9s, 2-lb. cartons	1 44

RAISINS

Not many left—never in our experience saw such a clean-up in this line so early in the season. Europe has been a heavy buyer and our own people have certainly had a ravenous appetite for this NOW luscious fruit. If you will need Raisins in the next few months you had better buy now while there are some available.

We offer:

Griffin Fancy Seeded	15oz.	16¾
" " "	15oz.	16¾
Easter Choice "	11oz.	14
Thompson Seedless	25s	19½
Griffin "	15oz.	20
" "	11oz.	16
3 Crown, rain damaged Muscatels		12¾

SEND US AN ORDER

H. P. ECKARDT & CO

WHOLESALE GROCERS

CHURCH STREET & ESPLANADE TORONTO

OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of Emery Cloth, Black Lead, Glass Paper, &c.

LONDON, S.E., ENGLAND

AGENT:

Geo. B. Jenkinson, 78 Wellington Street North, Hamilton, Ontario.

Make Your Show Windows Pay Your Rent

Many Sales are made on the Sidewalk

Window Display Fixtures

A Wonderful set of Patented Interchangeable Window Display Fixtures for displaying Books, Stationery, Office Supplies and Sundries. Set will give 10 Years Good Service in effective trade pulling window trims.

The Fixtures you see above are only a very few of the designs that can be set up with the full set, besides hundreds of standard fixtures can be set up.

Made of Oak, either Golden, Antique or Weathered Finish. Set is put up in a Hardwood Hinged Lid Storage Chest, a good place to keep the extra Younits not in use. There are thousands of sets in daily use.

No. 20 Set has 89 Interchangeable Younits For Large Store Windows, **$38.50**
No. 20½ Set has 50 Interchangeable Younits For Small Store Windows, **$23.10**

Stock carried in Hamilton, Ont. Order direct or thru your jobber. Send for catalog. Patented and made in Canada.

The Oscar Onken Co. 4850 Fourth Street Cincinnati, Ohio, U. S. A.

Manufacturers' Agents

For Foreign and Domestic Markets

Head Office: Standard Bank Bldg.

Vancouver, British Columbia

CATCH THE FLY

By using our

National Fly Catcher

Clean Sanitary Easy to use

Made in Canada by the

National Fly Catcher Co., Ltd.

Order from your Wholesaler

1598 Delorimier Ave. Montreal

Forest and Stream, ¼s, ½s, and 1-lb. tins	1 50
Forest and Stream, 1-lb. glass humidors	1 75
Master Workman, bars, 7s, 3½ lbs.	1 20
Derby, 9s, 4-lb. boxes	1 08
Old Virginia, 12s	1 50
Old Kentucky (bars), 8s, boxes, 5 lbs.	1 25

WM. H. DUNN, LTD., Montreal

BABBITTS

Soap Powder, case 100 pkgs..	$5 65
Cleanser, case 50 pkgs.	3 10
Cleanser (Kosher), cs. 50 pkgs.	3 10
Pure Lye, case of 4 doz.	5 95

JELL-O

Made in Canada

Assorted case, contains 4 doz.	$5 40
Lemons, 2 doz.	2 70
Orange, 2 doz.	2 70
Raspberry, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Chocolate, 2 doz.	2 70
Cherry, 2 doz.	2 70
Vanilla, 2 doz.	2 70
Weight, 8 lbs. to case. Freight rate second class	

JELL-O ICE CREAM POWDERS

Made in Canada

Assorted case, contains 2 doz.	$2 70
Chocolate, 2 doz.	2 70
Vanilla, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Unflavored, 2 doz.	2 70
Weight, 11 lbs. to case. Freight rate second class	

BLUE

Keen's Oxford, per lb.	$0 24
In cases 12-12 lb. boxes to case	0 25

COCOA AND CHOCOLATE

THE COWAN CO., LTD.
Stirling Road, Toronto, Ont.

Cocoa

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.	$4 60
Perfection, ½-lb. tins, doz.	2 45
Perfection, ¼-lb. tins, doz.	1 35
Perfection, 10c size, doz.	0 95
Perfection, 5-lb. tins, per lb.	0 37
Supreme Breakfast Cocoa, ½-lb. jars, 1 and 2 doz. in box, doz.	2 75
Soluble Cocoa Mixture (Sweetened) 5 and 10-lb. tins, per lb.	0 24

(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. boxes, per lb.	0 36
Supreme Chocolate, 10c size, 2 doz. in box, per box	1 80
Perfection Chocolate, 10c size, 2 doz. in box, per box	1 80

SWEET CHOCOLATE—	Per lb.
Eagle Chocolate, ¼s, 6-lb. boxes	0 32
Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case	0 31
Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs., in case	0 32
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 33
Diamond Crown Chocolate, 28 cakes in box	1 10

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	$0 42
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Milk Croquettes, 5-lb. boxes, 30 boxes in case, per lb.	0 42
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb.	0 38
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb.	0 38
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 38
No. 1 Vanilla Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 38
No. 2 Vanilla Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 35
No. 1 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 38
No. 2 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 35
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 55
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 55

NUT MILK CHOCOLATE, ETC.

Nut Milk Chocolate, ½s, 4-lb. box, 35 boxes in case, per lb.	0 41
Nut Milk Chocolate, ¼s, 4-lb. box, 35 boxes in case, per lb.	0 43
Nut Milk Chocolate, lbs. 6-lb. box, 5 div. to cake, per lb.	0 38
Nut Milk Chocolate, 5-cent squares, 20 squares to cake, packed 3 cakes to box, per box	$2 25
Fruit and Nut Milk Chocolate 2-lb. cakes, each 20 div., 3 cakes to box, 35 boxes to case, per box	2 25

MISCELLANEOUS

Maple Buds, fancy, nearly 1 lb., ½ doz. in box, per doz.	$5 25
Maple Buds, fancy, ½ lb., 1 doz. in box, per doz	2 60
Assorted Chocolate, 1 lb., ½ doz. in box, per doz.	5 25
Assorted Chocolate, ½ lb., 1 doz. in box, per doz.	2 60
Chocolate Ginger, ½ lb., 1 doz. in box, per doz.	2 60
Crystallized Ginger, ½ lb., 1 doz. in box, per doz.	2 60
Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per lb.	0 41
Triumph Chocolate, ¼'s, 4-lb. boxes, 35 boxes in case, per box	0 43
Triumph Chocolate, ½-lb. cakes, 4 lb., 35 boxes in case, per lb.	0 41
Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross	1 15
120—1c. Milk Chocolate Sticks, 60 boxes in case..	0 80

5c LINES

	Toronto Prices Per box
Filbert Nut Bars, 24 in box, 60 boxes in case	$0 95
Almond Nut Bars, 24 in box, 50 boxes in case	0 95
Puffed Rice Bars, 24 in box, 50 boxes in case	0 95
Ginger Bars, 24 in box, 50 boxes in case	0 95
Fruit Bars, 24 in box, 50 boxes in case	0 95
Active Service Bars, 24 in box, 50 boxes in case	0 95
Victory Bar, 24 in box, 60 boxes in case	0 95
Queen's Dessert Bar, 24 in box, 50 boxes in case	0 95
Regal Milk Chocolate Bar, 24 in box, 50 boxes in case	0 95
Royal Milk Cakes, 24 in box, 50 boxes in case	0 95
Cream Bars, 24 in box, 50 boxes in case, per box	1 00
Maple Buds, 6c display boxes, 6c pyramid packages, 6c glassine envelopes, 4 doz. in box	1 90

10c LINES

Maple Buds, 10c, 1 doz. in box, 50 boxes in case, per doz.	$0 95
Medallions, 10c. 1 doz. in box, 50 boxes in case, per doz.	0 95

CANTELOUPES

Now receiving cars of the finest netted melons grown in California.

Prices are low, making these about the cheapest fruit now on the market. Order to-day—

STANDARD—PONIES—FLATS
CALIFORNIA FRUITS
PEACHES—PLUMS—APRICOTS
WATERMELONS—NEW POTATOES
TOMATOES—CABBAGE
ORANGES—GRAPEFRUIT
LEMONS
BANANAS A SPECIALTY

The House of Quality

HUGH WALKER & SON

GUELPH Established 1861 ONTARIO

Bartlett Pears

Californias now arriving car lots daily---Quality very fine this season.

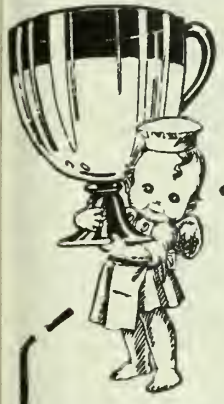
PINK CANTALOUPES
WATERMELONS

also full supplies

Local Tomatoes,
Raspberries, Cherries,
Black Currants, etc.

White & Co., Limited

Wholesale Fruits and Fish
TORONTO



Custard that Compels Custom

It is the fresh, delicate, creamy "home-made" flavour of Freemans Devonshire Custard that has made it so popular in the British Isles.

Oversea Troops from the Dominion who have returned home are bringing with them many links with the Old Country, one of which is a desire to taste again its delicate and unrivalled purity.

It will pay you well to display

FREEMANS DEVONSHIRE CUSTARD

in your store—it is such a ready seller and a very profitable line to stock, also it will enable you to push your canned and bottled fruits to great advantage.

Freeman's Devonshire Custard owes its unrivalled purity and flavour to the ideal conditions of cleanliness under which it is manufactured.

Write for trade terms and particulars to the WATFORD MFG., Co., Ltd. Delectaland Watford, Engrand

Freemans FOOD PRODUCTS Watford

Brooms

We are pleased to advise the trade that we can now supply our

Standard Brooms

Prompt Shipment

and will be glad to book your order.

Prices ***right.*** ***Quality*** as usual.

Walter Woods & Co.

Hamilton and Winnipeg

RID-OF-RATS

If we want to feed starving Europe it behooves us to kill off Rats and Mice that destroy foodstuff to the value of about $500,000,000.00 per annum. Use Rid-of-Rats. It is non-poisonous and can be used everywhere. No stench-creating dead bodies. Rodents leave premises before dying. Only patented Non-Poisonous Exterminator in the World. Made only by the Patentees.

Price—15 cents per box, $1.80 per doz., $1.00 per lb. in bulk

BERG & BEARD MFG. CO Inc.
100 Emerson Place Brooklyn N. Y.

Dole Bros. Hops & Malt Co.
BOSTON, MASS., U.S.A.
"SUPERIOR" BRAND HOPS
FOR FAMILY TRADE

They are carefully selected and packed for the Canadian trade, in cases of 10, 15 or 30 lbs. each, containing ¼, ½ or 1-lb. packets.

R. E. BOYD & COMPANY
Agents for the Province of Quebec
15 STE. THERESE ST. - - MONTREAL

Oranges
California Lemons
and Early Vegetables
We Invite Correspondence
LEMON BROS.
Owen Sound, Ont.

Salesmen Wanted

Men who have worked up a connection with the trade are far more valuable to you than inexperienced men. The way to locate them is through your trade paper, because wide-awake salesmen read it. When in need of salesmen use the Want Ad Page; the rates are 2 cents per word first insertion and one cent per word for each subsequent insertion, a charge of 5 cents extra is made for Box Number to cover cost of forwarding replies.

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BUYERS' MARKET GUIDE
Latest Editorial Market News

STONEWARE

Buy Now—Butter Crocks, Jugs, Churns, Flower Pots, etc. Ask for latest catalogue.

The Toronto Pottery Co. Limited
Dominion Bank Bldg.
TORONTO

We are now located in our new and more spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agents:
W. Y. COLCLOUGH, 53 Silver Birch Ave., Toronto Beach 2170
J. E. TURTON, Board of Trade Building, Montreal

The LV PICKLE
Manufactured by
GILLARD & CO., LIMITED
London, England
An English Delicacy of High Repute
Magor, Son & Co., Ltd., 403 St. Paul St., (Place Royale), Montreal.

Order from your jobber to-day.
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ontario

BEANS
Handpicked or Screened in car lots
Ask for quotations
Geo. T. Mickle, Ridgetown, Ont.

ROLLED OATS AND CORNMEAL HIGHER

Owing to an apparent shortage of good milling oats, before the new crop is available, and the sharp advance in the buying price of oats, manufacturers have had to advance the selling price of rolled oats. Dealers did not announce any change in the quotations on package goods, but bulk goods in 90's have advanced fully 50 cents. The strength of the Chicago corn market has also stimulated prices of cornmeal and cornflour. The likelihood of a lighter crop in corn this year, than usual, has sent prices soaring, and this is reflected in the values of all corn products. The Toronto price of golden cornmeal has risen to $6.25 for 98's, and for fancy cornmeal, from $5.50 to $5.75 for 98's.

Now is the time to see us regarding Salted Lake Herring in pails, tubs or half-barrels. Write us at once. Herring any quantity our specialty.

BOWMAN FISH CO.
66 Jarvis Street.
Toronto

COUNTRY MERCHANTS

Ship your Eggs, Butter and Poultry to us.
Top market prices. Cash payment. Write or phone.

C. A. MANN & CO.
LONDON, ONT.
Phone 1577

R.M. MANTLES
THE STANDARD BY WHICH MANTLES ARE JUDGED
GAS and GASOLINE MANTLES
FOR ALL STYLES OF LIGHTS
ASK FOR SAMPLES and QUOTATIONS.
R.M. Moore & Co. Ltd. Vancouver B.C.
PACIFIC COAST MANTLE FACTORY.

DIRECT RICE IMPORTER

Thoroughly posted on Primary markets.

STEPHEN LOWRIE
25 Powell St., VANCOUVER, B.C.,

The SARNIA PAPER BOX CO., Ltd.
SARNIA, ONT.
Manufacturers of:
Ice Cream Cartons, Parafined.
Butter Cartons, Parafined.
Egg Cartons; Special Egg Fillers.
Folding Candy Boxes; also handy Parafine boxes for bulk Pickles, Mince Meat, etc.

SALT
All Grades.—Carloads.
THE DOMINION SALT CO., LTD
Manufacturers and Shippers
SARNIA :: :: :: ONTARIO

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS.
The TRENT MFG. CO., Ltd.
TRENTON - - ONTARIO

These one-inch spaces only $1.60 per insertion if used each issue in the year.

Wanted

Classified Advertising

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where copies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

POSITIONS WANTED

YOUNG MARRIED MAN WITH A THOROUGH knowledge of the grocery business, capable of managing and buying, can also trim windows, desires a position in a good grocery business where an advancement can be obtained. Box 688, Canadian Grocer, University Avenue, Toronto.

WANTED

WANTED—PARTNERSHIP, OR WOULD BUY a small business. September next. Capital to invest, $1,500. Advertiser has had long experience in grocery and general store business. Good references given and required. Apply Box 692, Canadian Grocer, 143 University Ave., Toronto, Ont.

BRITISH IMPORTER WANTS CANADIAN manufacturers of chocolate and all canners of fruit, fish, etc., in fact any live grocery lines, who on large cash orders will give sole British agency for their goods to send me quick particulars of their product or products. Maybe this may interest you. Write Mr. H. L. L. Dalton, "Roturna," College Road, Moseley, Birmingham, England.

TO MANUFACTURERS—OVERSEAS TRADE. T. B. Roe personally waits upon the best Grocers in Lancashire and Yorkshire districts, England. He has a first-class connection with wholesale and retail houses and has permission from the English firm he represents to sell other goods on commission. T. B. Roe, 29 West Street, Scarborough, England.

WANTED
USED JUTE
SUGAR BAGS
AND COTTON LINERS
E·PULLAN
TORONTO

Your Questions Answered

Any information you desire on matters pertaining to the trade will be gladly furnished FREE upon application and will be answered through the columns of this paper. If you enclose a stamped, addressed envelope we will also reply direct to you. Don't hesitate to ask us. We will do our best.

CANADIAN GROCER
143-153 UNIVERSITY AVE.
TORONTO

FOR SALE

A DRY GOODS AND GROCERY BUSINESS IN Sault Ste. Marie. Well located, corner store, did nearly $60,000 of a turn over last year. Sales higher this year so far. Poor health the reason for selling. For particulars apply 314 Wellington St., Sault Ste. Marie, Ont.

FARM AND STORE FOR SALE—GOOD LOCATION, twelve miles west of Cochrane. For information write Glen Lovell, Hunta, Ont.

FIXTURES FOR SALE

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

HUFF PRICING SYSTEMS PUT MORE "PEP" into your business. Easily installed and changed. Save time. Banish pricing worries. Prevent costly mistakes. Boost sales 20%. Customers sell themselves. Prices, $4.75 and $7.25 delivered. Free sample. Gray's International Trading Company, 74 St. James, Montreal.

TRANSLATIONS

ENGLISH INTO FRENCH — COMMERCIAL, Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault, P.O. Box 135, Station B, Montreal.

WANTED

WANTED—I AM OPEN TO CONTRACT FOR well advertised lines for the General Store Trade in north half of Saskatchewan, well connected with general stores. Own auto and have warehouse and showrooms. Will furnish bonds or references. Box 513, Canadian Grocer, 143 University Ave., Toronto.

Getting Results

A large firm in a Western Canada city recently advertised in CANADIAN GROCER Want **Ad. Page for a man to fill a responsible position—result 21 replies. This indicates that the want ad. page is followed closely The man YOU want to reach is reading this page.**

Feature These Cold-Luncheon Treats For Summer Days

Davies' Jellied Pork Tongue

IF you are making a bid for the Summer resort and picnic trade, these are the lines to bring you good business.

Davies Cooked and Jellied Meats are made in an assortment inviting enough to meet the requirements of every class of trade. They're good—because they're **made** good.

Feature these popular lines in your Store

PORK TONGUE	PORK AND TONGUE	PRESSED BEEF
OX TONGUE	HOCKS	VEAL
	ENGLISH BRAWN	

(Put up in Open Tins, about 6-lbs. each. Ox Tongue also in 9-lb. and 14-lb. Tins)

THE WILLIAM DAVIES COMPANY LIMITED

Montreal **TORONTO** **Hamilton**

Canada Food Board Packers' License No. 13-50

WAXTITE

Protects

Kellogg's

Toasted Corn Flakes

For You
and
For Your Customer

against moisture or any other injurious influence.

WAXTITE ENSURES THE FLAKES

reaching your customer's table with that delicious flavor and as fresh and crisp as when they left the oven in our

TORONTO KITCHENS

Made in
Toronto, Canada
by

W. K. Kellogg
CEREAL CO.

Kellogg Toasted Corn Flake Co.
Battle Creek, Mich. Toronto, Canada

By cutting the **Waxtite** wrapper with a sharp knife, like ☜ this, the cap can be replaced and the flakes kept fresh until they are all used.

Housekeepers will find the wax paper handy for many purposes.

See that this full signature is on the package

FEATURING MARITIME PROVINCE ARTICLES

CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIII PUBLICATION OFFICE: TORONTO, AUGUST 1, 1919 No. 31

VOL-PEEK

MENDS HOLES IN POTS & PANS
Granitware, Aluminum, Tinware etc, etc.
Permanently, Quickly, Easily.

15c

MADE IN CANADA

COST ONLY ½c FOR EACH MEND

TO THE DEALER

Your jobber or wholesale house can supply you with VOL-PEEK. Big business and splendid profits are assured those who sell this very useful and practical mender.

VOL-PEEK never fails—is easy to use, no tool necessary—just like putty and always satisfactory. Write us direct if you have any trouble getting your order for VOL-PEEK filled.

DISPLAY STANDS

Beautiful 3 colored display stands (same as adjoining illustration) sent with each order of 24 fifteen-cent (retail price) packets of VOL-PEEK. 60% profit for you and besides newspaper advertising in your territory to create sales.

—Get busy now and share in the big profits.

H. NAGLE & CO. MONTREAL

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation

"A Satisfied Customer is the Merchant's Best Advertisement."

THAT was the belief on which Timothy Eaton, Marshall Field and W. J. Wanamaker founded their business careers. They insisted that the customer must be satisfied.

Personal investigation—to find out whether the goods have merit and give satisfaction—is time well spent by the dealer. We urge all merchants to investigate O-Cedar Products—those who do so will never offer a customer a substitute for O-Cedar Polish or the O-Cedar Polish Mop. They will find that while there are various oils that make pretension to merit, there is only one polish good enough to offer with certainty of satisfying the customer—only one O-Cedar Polish.

Since it depends for its sale largely upon "repeat" business, there is a certain indication of the satisfaction it gives shown by the ever-increasing factory output.

We make known the merits of O-Cedar Products through advertising. The margin is fair and the prices are maintained.

We are always willing to co-operate—may we have your co-operation, with a view to increasing your O-Cedar sales?

THE CHANNELL CHEMICAL COMPANY, LIMITED

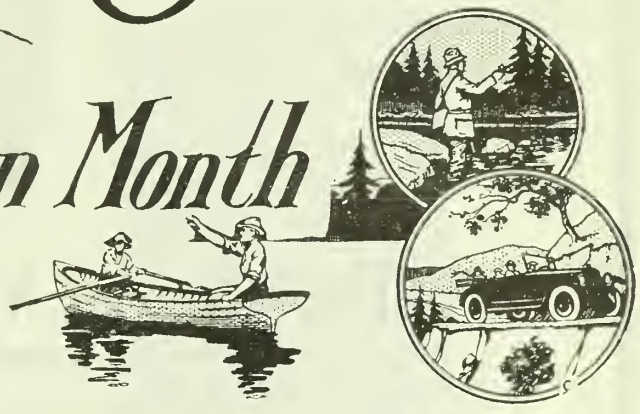
TORONTO

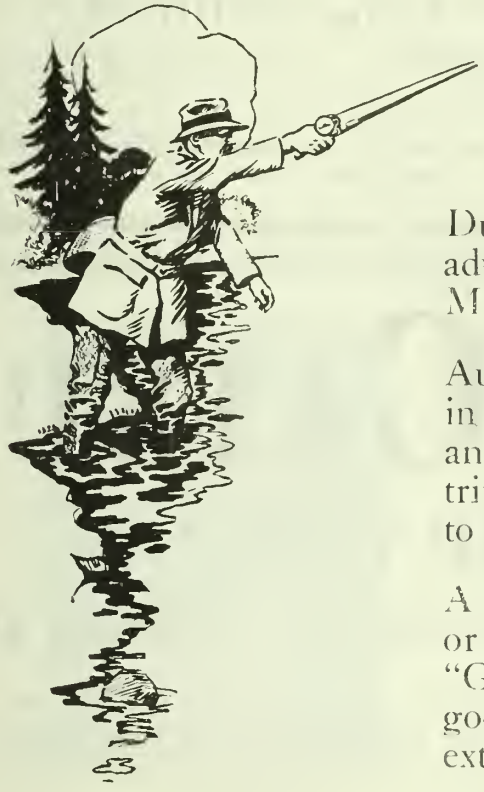
O-Cedar Polish

CANADIAN GROCER, published every Friday. Yearly subscription price $3.00. Entered as second-class matter at Post Office, Ottawa, and as second-class matter, July 5, 1912, at the Post Office at Buffalo, under the Act of March 3rd, 1879.

August

The Best Borden Month





During these August weeks you would be well advised to keep up a regular display of Borden Milk Products.

August is the big holiday month. Lots of people in your town will now be arranging about that annual camping, fishing, boating or motoring trip and what better suggestion can you make to such people than Borden's?

A few packages of Borden's on your counter or in your window, a neat card with the words, "Going away? Don't forget to take along a good supply of Borden's," will get you many extra August sales.

Try it.

Borden Milk Co., Limited

Leaders of Quality

MONTREAL VANCOUVER

TIGHT BARRELS AND KEGS

The Best Food Containers

Pork Barrels and Half Barrels
Lard, Oleo and Compound Tierces
Hardwood Fish Barrels and Kegs
Oil Barrels
Beer Kegs

Cider Barrels and Kegs
Vinegar Barrels and Kegs
Pickle Barrels and Kegs
Glucose, Syrup and Molasses Barrels and Kegs

Established 1872

The Charles Mueller Co., Limited

Waterloo - Ontario

Eastern Representatives: B. C. Woodworth, Halifax, N.S.
Western Representatives: W. H. Escott Co., Ltd. Winnipeg, Fort William, Regina, Saskatoon, Calgary, Edmonton
British Columbia Representatives: Oppenheimer Bros. Vancouver, Victoria, Prince Rupert

TOMATO CATSUP

AYLMER BRAND

A POPULAR LINE --- STEADY DEMAND --- PROFITABLE

GLASS BOTTLES	GLASS AND STONE JUGS
8 oz. 12 oz. 17 oz.	1 GAL.
2 DOZEN TO CASE	4 TO CRATE

THROUGH YOUR JOBBER OR DIRECT

DOMINION CANNERS LIMITED

HAMILTON, CANADA

Canada Food Board License No. 14-12

CLARK'S
PORK AND BEANS

We need scarcely remind you, Mr. Grocer, that quick turnover is one of the most potent elements of business success.

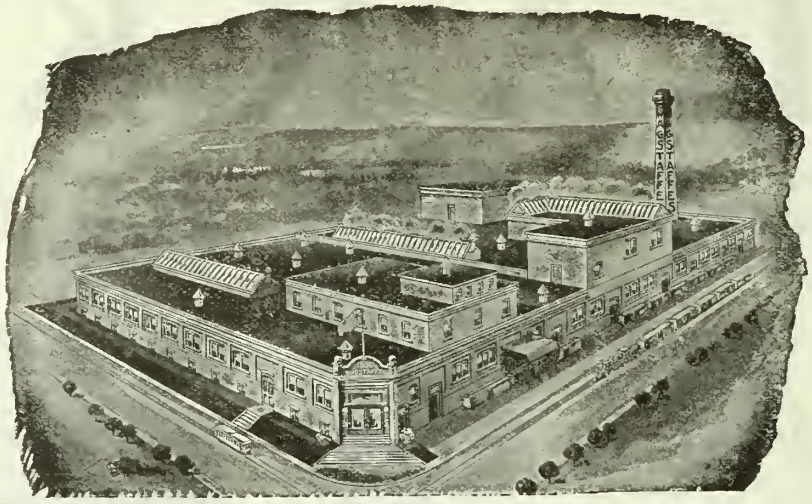
THE CLARK PRODUCTS

Will turn over your money much more rapidly than any other similar line and will therefore give you a much better return, plus *Satisfied Customers*

W. Clark, Limited **Montreal**

Clark's

Prepared in Copper Kettles Boiled in Silver Pans



Packed in Gold Lined Pails and Glass Jars

THE MOST MODERN AND UP-TO-DATE FRUIT PRESERVING FACTORY IN CANADA

WAGSTAFFE'S

NEW SEASON'S 1919

RASPBERRY JAM

Now Ready for Delivery

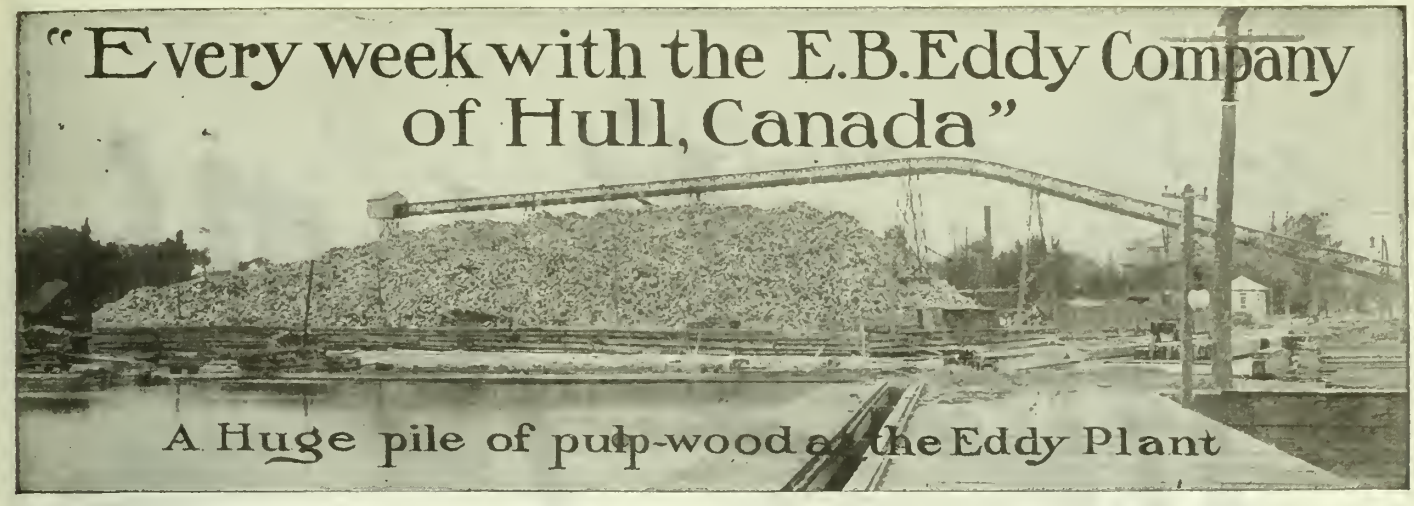
Order from Your Wholesale Grocer

WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON CANADA

"Every week with the E.B.Eddy Company of Hull, Canada"



A Huge pile of pulp-wood at the Eddy Plant

Story for Week Dated August 1, 1919 **Being No. 45 in the Series**

FROM THE TREE TO THE TRADE INCLUDES E. B. EDDY WOODEN-WARE

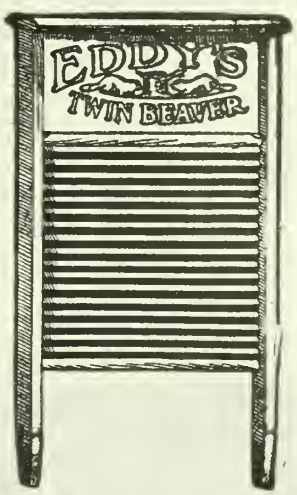
AMONGST the many marvels of wood-pulp papers, and indurated ware, and match manufacture at the Eddy plant the fact that the E. B. Eddy Company also manufacture a large amount of plain wooden articles is apt to be overlooked.

It ought never to be forgotten, however, that the late E. B. Eddy was a famous manufacturer of wooden stave pails, and tubs, and buckets in the early days of the plant at Hull. No more wooden stave pails and tubs are manufactured there now, for the far more lasting and attractive indurated ware has completely superseded them. But there are still the wooden framings for the many lines of Eddy Company Washboards to manufacture, and the wooden cases for shipping certain Eddy lines are also made at the Hull Factory.

In the manufacture of the wash-boards employment is found for an army of clever fingered boys who prove themselves exceedingly handy with hammer and saw. The wood does not require much sawing it is true, for it arrives at the assembling rooms in lengths for the particular jobs in hand.

But the boys grow adept at fitting the pieces of wash-board framing into place, and nailing them securely. Only the best, clear, and well seasoned wood is used for the wash-boards. As a result they are strong and lasting, not likely to warp or twist, and capable of withstanding the strain of a hard Monday's wash, and helping materially the while. Most famous of all the Eddy Company wash-boards is the "Twin Beaver" with its indurated ware friction surfaces which do the work so perfectly, and last so long.

EDDY'S Twin Beaver Washboard



This is a strongly made, two-sided board. The rubbing surfaces are made of our famous Indurated Fibreware which gives almost everlasting wear combined with a smooth hard surface which will neither splinter nor crack. When selling Twin Beaver Washboards to your customers you can show them where they get two washboards for the price of one.

Stuart's Jams

1919 Pack

The same high standard that put Stuart's Jams ahead in previous years is again very apparent in this Season's Pack which is

NOW READY FOR THE TRADE

You take no chances in selling Stuart's. A better line of Jams is not available anywhere at the price.

Place your order to-day.

STUART LIMITED

SARNIA, ONT.

Jeffress Blue Seal Is a Trade Mark and a Guarantee

Made in our sunlit, sanitary factory at Walkerville by the most modern scientific methods. Blue Seal Products represent the utmost in perfection in their particular fields. The Canadian housewife has come to know by experience that Blue Sealed labeled products are entirely reliable.

Are you getting a share of the demand?

Here are a few of the Blue Seal sellers—

OLIVE BUTTER
MUSHROOM CATSUP
ORIENTAL SAUCE
BULK EXTRACTS
CHILI CON CARNE
and
CHICKEN a la KING

Let Blue Seal Products prove their selling merits.
Send to-day for a trade supply.

E. W. JEFFRESS, LIMITED

Walkerville, Ontario

L. Cheeseman & Son, Burin North, Newfoundland, 100 miles from railroad.

The Edmonton store of The Hudson's Bay Co. One of fourteen stores operated in Canada by this company.

National Cash Registers are used in the largest and the smallest stores in Canada

THE way Canadian retail merchants have turned to labor-saving machinery during the past two years is very significant.

The movement began when the war's great dragnet started taking the young men and women "over there."

Retail merchants, forced to adopt labor-saving machinery, were quick to see the advantages of National Cash Register speed, accuracy, protection, and economy.

Month by month, and town by town, National Cash Registers have earned their way into the daily business life of Canada.

Every city and hamlet is using them —and calling for more.

A store system that helps these stores will also help yours

The National Cash Register Company of Canada, Limited
Factory: Toronto, Ontario

Branch Offices:

CALGARY.....74 Second Street, W.
EDMONTON.....5 McLeod Bldg.
HALIFAX.....63 Granville Street
HAMILTON.....14 Main Street, E.
LONDON.....350 Dundas Street
MONTREAL.....122 St. Catherine St. W.
OTTAWA.....306 Bank Street
QUEBEC.....133 St. Paul Street
REGINA.....1820 Cornwall Street
SASKATOON.....265 Third Avenue, S.
ST. JOHN.....50 St. Germain Street
TORONTO.....40 Adelaide Street
VANCOUVER.....524 Pender Street, W.
WINNIPEG.....213 McDermot Avenue

HOW WHALEN
Built Up His Business
With the aid of Oranges

Mr. T. F. Whalen owns a grocery store in Battle Creek, Michigan, a city of 40,000 inhabitants.

It isn't a large store, but it does a large business—Mr. Whalen's sales of oranges alone amounting to *six carloads* in a single season.

This great business in fruit wasn't accidental. Mr. Whalen set out to get it with his goal in view.

His Plan

Mr. Whalen made use of the irresistible *color-appeal* in oranges, by making displays of this fruit as *a permanent feature* of his store.

People saw this plentiful display from clear across the street and it drew them to the store.

They bought oranges. Then they bought other goods occasionally. Then they bought *all* their groceries at his store.

Thus Mr. Whalen, with keen merchandising sense, used a single specialty to build up his trade on an entire line.

He followed a well-laid plan and made that plan a definite policy.

He knows that fruit offers him a chance to excel. He knows that the store which becomes famous for its fruit department will win the neighborhood's best and largest trade.

Make a One-Week Test

Try developing *your* fruit department—using Sunkist, the advertised oranges, for your mass-displays.

Empty four or five boxes in a window, put attractive prices on them, and let people know they're Sunkist Oranges.

Let that display stay there one week, selling from the window to keep the oranges fresh.

Note your increased sales, the faster turnover, and the better profits that result from that One-Week Test.

Do this and you, like Mr. Whalen, will have these displays frequently.

We'll Assist Like This:

Write for our free book, "Salesmanship in Fruit Displays." It contains scores of sales suggestions, and 33 illustrations of successful fruit windows and displays.

We will also supply you with tested display material that will help you sell.

Simply mail the coupon. We'll send you our "Merchant's Display Material Option List," from which you select the cards, banners, cut-outs, etc., that will best suit your store.

Clip the coupon before you turn the page. Begin now to increase your entire business in this way.

Sunkist
Uniformly Good Oranges
The best Fruit to Display

California Fruit Growers Exchange
A Non-profit, Co-operative Organization of 10,000 Growers
Los Angeles, California

California Fruit Growers Exchange
ORANGE DEPT. 8
Los Angeles, California

Please send me your book, "Salesmanship in Fruit Displays" and your "Merchant's Display Option List" without any obligation on my part.

Name.....

Street.....

City..... State.....

DESICCATED COCOANUT

We import direct from our own mills at Colombo, Ceylon, and stand behind the quality of our goods. The prices we quote are rock-bottom. Let us quote you on your next requirements.

Our agents are:

Tees & Persse, Ltd., Winnipeg, Fort William, Regina, Saskatoon, Moose Jaw; Tees & Persse of Alberta, Ltd., Calgary, Edmonton. Newton A. Hill, Toronto, Ont.; E. T. Sturdee, St. John, N.B.; R. F. Cream & Co., Ltd., Quebec, Que.; J. W. Gorham & Co., Halifax, N.S.; C. T. Nelson, Victoria, B.C.

Dodwell & Co., Ltd.

Importers & Exporters

VANCOUVER

HOPS

In Quarter and Half Pound Full and Short Weight Packages

BUY DIRECT FROM THE PRODUCER

BRITISH COLUMBIA HOP CO., LTD.

Ranches located at Sardis, Agassiz, B.C.

Head Sales Office: **235 Pine Street, San Francisco, California.**

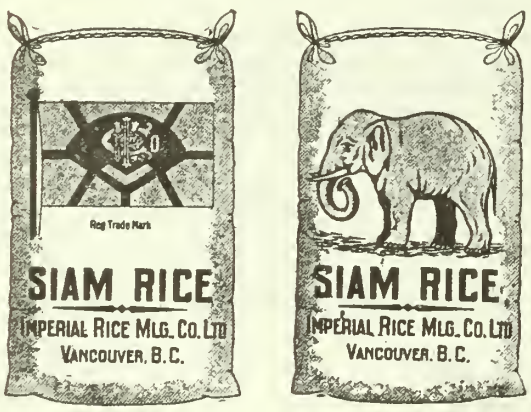
Largest Hop Growers in Canada

Write for Prices—Samples

Agents: for Western Canada, Donald H. Bain Co., Winnipeg, Man.
Ontario: Raymond & Raymond, London, Ontario.
Quebec: Arthur P. Tippett & Co., Montreal, Quebec.

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.



We are offering the best value in Rice on the Canadian market to-day.

SNOWCAP PILCHARDS

Delectable and Dainty Hand Packed

BY

The Nootka Packing Co., Ltd.

NOOTKA, B. C.

Packed in 1 lb. Talls and 1-2 lb. Flats.
Sold By Your Jobber.

EXCLUSIVE DISTRIBUTORS

Dodwell & Co., Limited

VANCOUVER, B.C.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcement appear on this page.

Squirrel Brand PEANUT BUTTER

BRITISH COLUMBIA

C. T. NELSON
GROCERY BROKER
165 Hibben-Bone Bldg., Victoria, B.C.
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Live men calling on retail trade.
VICTORIA VANCOUVER

KELLEY-CLARKE CO.
VANCOUVER, B.C.
GROCERY AND SALMON BROKERS
MANUFACTURERS' AGENTS
Offices also at Seattle, Tacoma and Spokane, Wash.; Portland, Ore.; San Francisco, Los Angeles, Cal.; Boise, Idaho; New York City.

B.C. Market?
We can place one or two good Specialty lines.
Our firm has back of it a 15 years' success reputation.
We have a staff of aggressive salesmen and first-class storage and warehousing facilities.
Write us if you want real representation.
Little Bros. Ltd.
VANCOUVER

M. DESBRISAY & CO.
Salmon Canners and Manufacturers' Agents
VANCOUVER, B.C.
Our organization is equipped to handle any manufacturers' line.
Our salesmen get results.

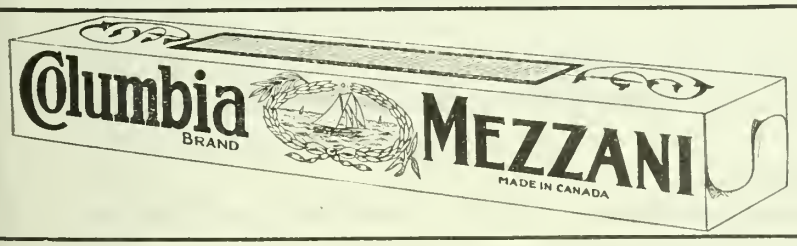
PETER LUND & COMPANY
MANUFACTURERS AGENTS
Can sell, and if required, finance one or two additional staple lines for
British Columbia Territory
Interested manufacturers please communicate
505 Metropolitan Bldg. Vancouver, B.C.
Reference: Merchants Bank of Canada, Vancouver, B.C.

FOR REPRESENTATION
in B. C.
VENABLES & MERRYFIELD
525 Standard Bank Bldg. Vancouver, B.C.
Agents for QUAKER OATS CO.
We cover the RETAIL TRADE

See Page 96 of this Issue, it will interest you. It has helped others, it may help you.

EXCELLENT FACILITIES FOR SELLING AND DISTRIBUTING
FREE and BONDED WAREHOUSE
CAMPBELL BROKERAGE CO.
860 CAMBIE ST. - - VANCOUVER

EL ROI-TAN PERFECT CIGAR



MACARONI
The pure food that builds Muscle and Bone at small expense.
The Meat of The Wheat
Manufactured by the
Columbia Macaroni Co., Limited
LETHBRIDGE, ALTA.

Mention this Paper When Writing to Advertisers

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN PROVINCES

A. M. Maclure & Co.
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

Wholesale Grocery Brokers
Commission Merchants
410 Chamber of Commerce, Winnipeg
Personal attention given to all business entrusted to us.
Correspondence Solicited. Established here 1900.
GEORGE ADAM & CO.

ALEX. BAIRD LTD.
Manufacturers' Agents
300 Montreal Trust Bldg.
WINNIPEG, MAN.
Correspondence Solicited

C. H. GRANT CO.
Wholesale Commission Brokers and Manufacturers' Agents
810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

W. L. Mackenzie & Co., Ltd.
Head Office: Winnipeg
Branches at
Regina, Saskatoon, Calgary, Edmonton

Macdonald, Adams Company
Brokers and Manufacturers' Agents
Open to negotiate for new lines of Grocery Specialties in Western Canada
502 Avenue Building, Winnipeg

The McLay Brokerage Co.
Wholesale
Commission Merchants and Brokers
Write Us Regarding Your Account
Winnipeg

Mention This Paper When Writing Advertisers.

Donald H. Bain Co.

WHOLESALE GROCERY COMMISSION AGENTS

A sales force of competent men.
Ample capital—and the reliability that goes with it.
A record of results—and the prestige that follows it.
An energetic, result-getting organization—with satisfied clients to prove it.
Are all at your disposal if WE represent you.
Every branch a business in itself, directed by capable, experienced managers.
All varieties of Food Products.
If you want results get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER
ALSO AT 60 CHEAPSIDE, LONDON, E.C. 2, ENGLAND

Canada Food Board License No. 6—450

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.

The Largest in Western Canada

We are the largest Storage Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated Warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

F. D. Cockburn Co., 149 Notre Dame Ave. E., Winnipeg

We represent some of the best manufacturers and will give your line the same attention. Pugsley Dingman & Co., Ltd. John Taylor & Co. and John Bull Mfg. Co.

SIX HOUSES IN WESTERN CANADA

W. H. ESCOTT CO., LIMITED Winnipeg, Man.
W. H. ESCOTT CO., LIMITED Saskatoon, Sask.
W. H. ESCOTT CO., LIMITED Regina, Sask.
W. H. ESCOTT CO., LIMITED Calgary, Alta.
W. H. ESCOTT CO., LIMITED, Fort William, Ont.
W. H. ESCOTT CO., LIMITED Edmonton, Alta.

WHOLESALE GROCERY BROKERS, MANUFACTURERS' AGENTS, IMPORTERS

Consignments Solicited HEAD OFFICE: 181-183 Bannatyne Ave. East, WINNIPEG *Write Us*

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN CANADA

The House *of* Scott-Bathgate Co., Limited

Founded on Service, Integrity and Reliability. Have an organization equipped to introduce your products in Western Canada.

Manufacturers should write us.

Address:

140 Notre Dame Ave. E., Winnipeg

"Always On The Job"

The H. L. Perry Co., Ltd., 214-216 Princess St., Winnipeg

As your Selling Agents, we can make a big success of your Account.

STORAGE DISTRIBUTING FORWARDING

ALBERTA

D. J. MacLeod & Co.

Manufacturers' Agents and Grocery Brokers

EDMONTON, ALTA.

Open to negotiate for new lines in Alberta. Our staff calls on wholesale trade and does detail work.

B. M. Henderson Brokerage, Ltd.

106-7 Adams Building, Edmonton, Alta.
(Brokers Exclusively)

Dried Fruits, Nuts, Beans, Jams, Cereals, Fresh Fruits and Vegetables.

MacCosham Storage & Distributing Co., Limited

MacCosham Bldg., Edmonton, Alberta
CARLOAD DISTRIBUTORS, CARTAGE AND WAREHOUSEMEN
Free and Bonded Storage
5 floors---60,000 sq. feet.

Say you saw it in Canadian Grocer, it will identify you.

PACIFIC CARTAGE CO.

C.P.R. Carters

Office: C.P.R. Freight Sheds CALGARY

Distribution of Cars a Specialty

Storage and Forwarding Prompt Service

Western Transfer & Storage, Ltd.

C.N.R. **Carters** C.P.R.

DISTRIBUTION - STORAGE - CARTAGE

P.O. Box 666, Edmonton, Alta.

Members of the Canadian Warehousemen's Association

Watson & Truesdale, Winnipeg

Have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRI-
BUTION

A BRANCH HOUSE WITHOUT THE COST OF MANAGEMENT

The Regina Cold Storage & Forwarding Co. Ltd.

Regina - Saskatchewan

COLD STORAGE WAREHOUSING CAR DISTRIBUTION

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

T. M. SIBBALD & SON
GROCERY BROKERS
Agent for KELLOGG'S Toasted Cornflakes
Another Agency Solicited
311 KING ST. E. - TORONTO
Storage and Bonded Warehouses

MACLURE & LANGLEY
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

LOGGIE, SONS & CO.
Merchandise Brokers and Manufacturers' Agents
Grocery, Drug and Confectionery Specialties
Foy Building, - 32 Front Street
TORONTO - ONTARIO

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

REMEMBER

that Laundry Blues vary in strength, color, and bleaching properties. Inferior kinds leave unsightly marks on linen.

OCEAN BLUE has a reputation for safety and perfect results—due to expert treatment in every stage of its manufacture.

You will have no complaint from even your most particular customers if you sell them.

OCEAN BLUE

In Squares and Bags

Order from your Wholesaler

HARGREAVES (CANADA) Limited.
The Gray Building, 24 & 26 Wellington St. W., Toronto.

Western Agents: For Manitoba, Saskatchewan and Alberta: W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon: Creedon & Avery, Rooms 5 and 6, Jones Block, 407 Hastings Street West, Vancouver, B.C.

EVERY DOG OWNER
throughout the World
Knows

SPRATT'S

DOG CAKES

and

PUPPY BISCUITS

Will you cater for those in your town?

Ask your jobber for them or write for samples and prices to

SPRATT'S PATENT LIMITED
Congress Street, NEWARK, New Jersey, U.S.A.
or
24-25 Fenchurch Street, London, England

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO
Canadian Food Control License Nos. 6-236/7/8

THE S. G. BENDON UTILITY CO.
Brokers and Commission Agents
30 St. Francis Xavier St., Montreal
Our Motto: Always at Your Service

JOHN E TURTON
Wholesale Grocery Broker
BOARD OF TRADE BUILDING
MONTREAL

Paul F. Gauvreau
Wholesale Broker
FLOUR, FEEDS AND CEREALS
84, St. Peter Street, Quebec
Am buyer of Peas, Beans, mixed Grain of all kinds. Mail samples and prices. Need big quantities to fill contracts.

J. C. THOMPSON COMPANY
Brokers and Commission Agents
Montreal, P.Q.

J. L. FREEMAN & CO.
Wholesale Grocery Brokers
ROOM 122 BOARD OF TRADE BUILDING - Montreal

MARITIME PROVINCES

GAETZ & CO.
MANUFACTURERS' AGENTS AND GROCERY BROKERS
47-49 Upper Water St., Halifax, N.S.

LET CANADIAN GROCER Sell It For You

PETER'S ORIGINAL MILK CHOCOLATE
New importation now in stock with
HOWE, McINTYRE CO. BROKERS, IMPORTERS AND MANUFACTURERS' AGENTS
91-93 YOUVILLE SQUARE - - MONTREAL

Dominion Spring Clothes Pins

An excellent pin that will please the housewife. You can get a supply from any good Wholesale Grocer or Jobber.

The J. H. Hanson Co., Ltd.
244 St. Paul St. West, Montreal

To the Grain Elevators

I am open to handle your lines on a commission basis for Quebec Province, east of Montreal.

For references, write Merchants Bank of Canada, Quebec.

T. N. FALARDEAU
17 ST. JAMES ST. QUEBEC, QUE.

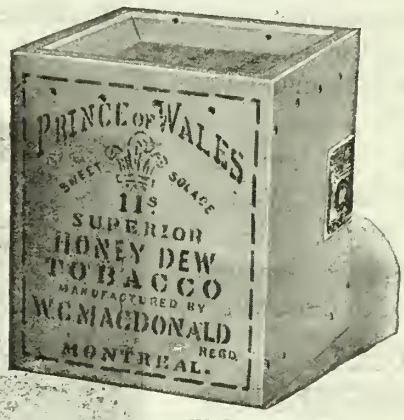
Buy Macdonald's—

the safest guide to reliable tobaccos. For the past 60 years—Macdonald's Tobacco—"The Tobacco with a Heart"—has been Canada's favorite plug tobacco for smoking and chewing.

Buy Macdonald's Tobaccos in unbroken 10-lb. caddies.

There are four extra plugs in each caddie of Brier and Prince of Wales, thus giving an additional profit to the retailer of from 60 to 80 cents on the caddie.

Brier Caddy



Prince of Wales Caddy

Plug Smoking
"British Consols"
"Brier"
"Index"

Trade Mark Registered

Plug Chewing
"Prince of Wales"
"Napoleon"
"Black Rod" (Twist)
"Crown"

W. C. MACDONALD, REG'D. *Incorporated*
Established Over 60 Years
MONTREAL, QUE.

These Broom and Whisk Values Will Satisfy

TRADE EXCELSIOR MARK

Show your customers the Excelsior line of Brooms and Whisks. There are no better wearing or more satisfactory lines on the market. Dealers handling Excelsior Brooms and Whisks find them very dependable sellers and satisfaction givers.

We ship to points between Ottawa and Windsor F.O.B. destination, in 6-doz. lots or over.

Our brooms are not priced in competition, but on the stock and workmanship.

Get our price list; $9.75 on down the line.

J. C. SLOANE

845 5th Avenue, Owen Sound, Ontario

IN searching for new business let us advise you there is money in the use of

Press Clippings

Our service assures you of earliest news on new concerns, business changes, markets and trade news. You can keep posted at a minimum cost. Write to

CANADIAN
Press Clipping Service
143-153 University Ave., Toronto

Every EUREKA refrigerator

is equipped with the Eureka patented cold dry air circulation system.

And

because of the system and of the conscientious construction of the Eureka Refrigerator, every inch of the cooling chamber is equally good for the successful conservation of perishable foodstuffs.

Ask a brother merchant who has one.

Satisfied customers our best ad.

EUREKA REFRIGERATOR CO., LTD.

Head Office: Owen Sound

Branches: Toronto, Hamilton, Montreal, Calgary, Halifax

No. 19
Eureka Refrigerators

Because it is dry

Impress your customers with the fact that as long as it is kept dry Klim will not sour, even in the hottest weather. That's why we do not need to put any preservative nor sweetener whatever with the pasteurized separated milk of which Klim is made. We simply remove the water from the separated milk and the dry Klim remains. Your customer adds water to Klim and makes fresh separated milk.

Keep a good supply of Klim in stock. It has a big sale in Summer.

CANADIAN MILK PRODUCTS Limited
TORONTO
Montreal Winnipeg St. John

Furnivall

a name that signifies "repeat" quality in the jam world. Are you thoroughly acquainted with Furnivall sellnig quality?

FURNIVALL-NEW,
Limited
Hamilton, Canada

Canada Food Board License
No. 14-167

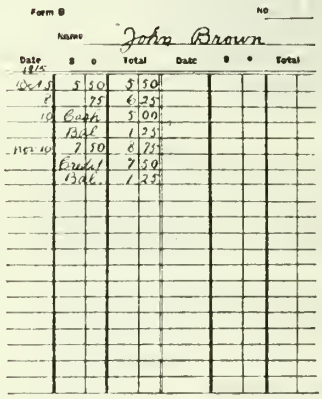
AGENTS—**The City of Ottawa and the Lower Provinces** (except Cape Breton): Messrs. Geo. Hodge & Son, Ltd., Montreal, Que. **Ontario:** MacLaren Imperial Cheese Co., Ltd., Toronto, Ont. **Manitoba:** H. L. Perry Co., Winnipeg, Man. **Hamilton:** J. T. Price & Co. **Cape Breton, N.S.:** O. N. Mann, Turnbull Bldg., Sydney, N. S.

What the

Security Envelope File Check System

will do for you

This system of keeping accounts will



Make trade increase easy — especially cost trade.
Save time.
Protect you against error.
Give your customers entire satisfaction.
Keep track of credit trade.

How the Security Envelope system does this is fully told in our explanatory booklet. Write to-day for a copy and see the system whereby a school-boy can keep your accounts and keep them correctly.

A. E. Taylor & Son
29 Ontario Street STRATFORD, ONT.

OUR NEW COOK BOOK
We mail it *FREE* to your customers

Teaching the Public to Eat More Macaroni

In the years gone by, the average Canadian Housewife has been serving Macaroni once, perhaps, in a week, instead of every day.

Catelli is changing this—and Catelli is on the job more strenuously than ever in the new advertising campaign which is making Macaroni products a daily food, like potatoes or meat.

CATELLI'S
MILK and L'ETOILE
MACARONI

(MADE IN CANADA)

Spaghetti, Vermicelli, Ready-Cuts, Alphabets, Noodles, Etc. are gradually coming to occupy a steady place on the menu day by day. Catelli is teaching the public as it has never been taught before that Macaroni and Macaroni products have **more genuine food-value** than meat, fish, fresh eggs, cream, spring chicken and home-made bread.

Catelli is making Macaroni as daily a dish as porridge.

Catelli is teaching the women how to cook it, with the new Cook-Book, containing 115 recipes. The advertisements are appearing all over Canada—and women from Halifax to Victoria will be wanting Catelli's Brands **now** and **all the time.**

Stock up in Catelli's Milk and L'Etoile Brands.

Ask for some copies of our new free cook book to give to your good customers, or send us their names and we will mail the books direct.

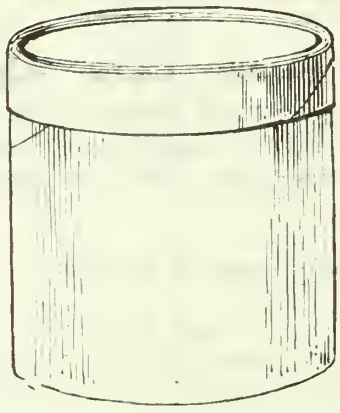
THE C. H. CATELLI CO., LIMITED, MONTREAL

Paper Containers that are safe, sanitary and very durable

You Need Them Every Day For Selling Pickles, Peanut Butter, Etc., by Bulk

Sanitary, Odorless Germ-proof Paper Containers

like the one illustrated will be just the thing to put up such products as Ice Cream, Peanut Butter, Pickles, Mince Meat, Coffee, Cocoa, Spices and many other such that you sell every day by bulk.



These containers are safe, sanitary and durable and are not affected by climatic conditions. They are made in ½ pints, pints and quart sizes. EXACT CAPACITY.

We will be glad to send you free samples and our price list on request.

Premier Paper Products, Limited

SARNIA, ONT.

It isn't so much what we say about the quality of

"SALADA"

but it's the persistent way the Canadian housewife puts down her money week after week for it—that speaks volumes to the listening trader.

"SALADA" TEA COMPANY

TORONTO MONTREAL

GROCERS

Order Your Stock of

Champagne de Pomme

NOW

It makes a delicious drink. Put up in pint bottles or splits. Recommend it to your customers. Pays a good profit. Easy to sell.

Order from your wholesaler or

Cie Canadien Importations

140 St. Catherine St. - MONTREAL

We want Agents in Every City and Town.

"Quality" Brand

is all that the word implies

CANADIAN CEREAL & FLOUR MILLS CO. LIMITED

QUALITY

STRATFORD, CANADA

THE "Quality" Brand shown here is a symbol of goodness in Cereal Products. Any and every package carrying this "Quality" Brand Trade Mark contains a product just as good as human skill and up-to-the-second milling methods can make it.

"Quality" Brand Cereals

include

Rolled Oats (Packages and Bulk)

Oatmeal (Any Cut)

Split Peas

Pot Barley **Pearl Barley** **Brose Meal**

Gluten Flour **Farina** **Wheatlets**

Leading Brands Flour

Hard

"Rainbow" "Our Chief"
"Hercules" "White Dove"

Winter

"Gold Seal"
"Lily"

Blended

"Star"
"MacLeod's Special"

For Domestic and Export Trade

CANADIAN CEREAL AND FLOUR MILLS CO., LIMITED

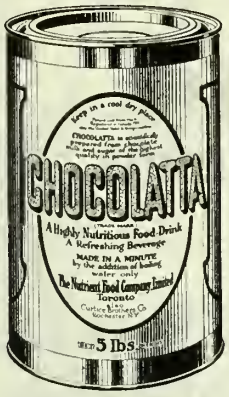
Millers and Grain Dealers

STRATFORD, CANADA

Watch for "Quality" Oats in Packages.

Maritime Warehouses: St. John, N.B., 61 Dock St., W. E. Bowman; Halifax, N.S., Barrington St., Thomas Flanagan

Canada Food Board License 51-52-53-72-4-454



CHOCOLATTA

is a line you cannot afford to be without. Made in three principal sizes to retail at 30c, 55c and $2.50.

A scientific combination of Pure Chocolate with Milk and Sugar.
"Made in a Minute."

Your customers will thank you for introducing them to CHOCOLATTA, the most complete Chocolate food drink on the market.

THE NUTRIENT FOOD COMPANY, LIMITED
1266 QUEEN ST. WEST, TORONTO

R. A. McCALLUM & SONS

68 and 70 Tooley Street, London, S.E. 1.

Sample Warehouse: 26a TOOLEY STREET

Provision Importers and Commission Agents

Open for Sole Agencies in United Kingdom

The Best Spread There Is For Bread

NUTRO PEANUT BUTTER

This tasty, wholesome spread is appreciated by young and old. Sold in 1, 5, 15 and 55-lb. tins. Ontario and Quebec dealers should order through C. Morris & Co., C.P.R. Bldg., Toronto. Dealers in Manitoba, Saskatchewan, Alberta and British Columbia order direct from

KELLY CONFECTION COMPANY, LTD., VANCOUVER, B.C.

SEASON 1919

Many of the restrictions upon the exportation of our productions during the war have now been removed, and others are about to be rescinded.

We hope shortly to again be able to ship to our Canadian friends our

"Old English Xmas Pudding," packed in tins and basins.
Silver Medal. Cream Stilton Cheese.

Particulars and enquiries from Hamblin Brereton, 256 Lemoine St., Winnipeg; Chapman, Montreal

TUXFORD & NEPHEWS, MELTON MOWBRAY, ENGLAND

Robinson's "Patent" Groats and Robinson's "Patent" Barley

have acquired a reputation for quality that is a big factor in creating and maintaining a big demand.

Tell your customers you sell Robinson's—and have your stock of Robinson's "Patent" Groats and Robinson's "Patent" Barley placed where it can be easily seen

MAGOR, SON and COMPANY, LIMITED

191 ST. PAUL ST. W., MONTREAL 30 CHURCH STREET, TORONTO

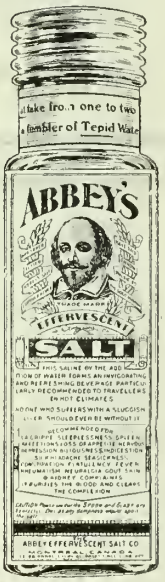
Abbey's EFFERVESCENT SALT

Makes Life WORTH LIVING

Is Selling Fine

Grocers are sharing in the benefits of our advertising. Week after week, month after month, the advertisements have appeared, telling the story of Abbey's Salt in a simple, conservative, convincing manner.

That this advertising is bringing results is shown by the steadily increasing sales enjoyed by every grocer who handles Abbey's Salt.



THE ABBEY EFFERVESCENT SALT CO., MONTREAL

CANADIAN GROCER

Vol. XXXIII. TORONTO, AUGUST 1, 1919 No. 31

Maritime Viewpoint Misunderstood

Business Men of Upper Canada Apt to Overlook Traditions of the People Down by the Sea—Ontario Politicians Don't Understand Requirements of a Maritime District—Resentment Against Financial Policies.

Written especially for Canadian Grocer by T. M. Fraser.

THE Ontario viewpoint regarding the Maritime Provinces is very much like that of the people of this continent towards Great Britain. In business matters it is that they are slow and old-fashioned. The mistake in this estimate is in confusing slowness with conservatism. It is the mistake which youth always makes in its estimate of old age. Just as both we and our American neighbors have found that British "slowness" conceals a steady, determined progress after the aims sought, so a little investigation beneath the surface will be sufficient to prove that the business man down by the sea knows, as a rule, where he is going, and is on his way. His methods of doing business are more like those of the Old Country than like those of the United States. He believes that a business, like Rome, was not built in a day, and he has a great respect for the traditions he has been taught, and which came, in turn, in many cases, from across the sea.

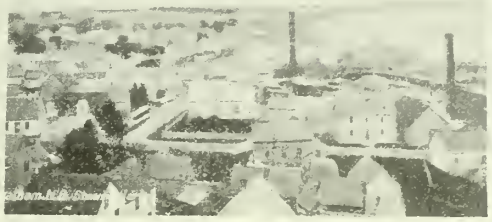
The hustling commercial traveller from Ontario, who expects to clean up a town in Nova Scotia or New Brunswick and scoot away on the next train, will often meet with as much disappointment as is being experienced by our trade representatives who have gone to Europe. The people over there like to act deliberately and talk over any business proposition before they commit themselves to it. They do not want to be hustled into making purchases and the traveller who tries to adopt this method will find that it does not pay.

SOME MARITIME SCENES

Truro, N.S., from the east and bird's-eye view of Truro.

A glimpse from the Annapolis Valley apple section of Nova Scotia and a herring fishing scene at Shediac, N.B.

Chatham, N.B., showing harbor.



A view of Castle Street, Newcastle, N.B.

Removal of I.C.R. Offices

So far as the relations between the Maritime Provinces and Upper Canada go there is no gainsaying the fact that there is a certain lack of sympathy between them. There is a pronounced impression among the people down East that Ontario is "hoggish" and wants all the plums. The most recent example of this, in the mind of the eastern man, is the removing of the head offices of the Intercolonial Railway from Moncton to Toronto. This is deeply resented, and is taken as merely another example of the desire of Ontario to pull everything in sight towards that province. There is a fear among manufacturers that export freight rates will be affected, and that the benefit of rates on the Canadian National Railways will hereafter be for the Upper Province manufacturer. The I.C.R. was the one ewe lamb given to the Maritime Provinces as an inducement to enter Confederation, which they regarded with a suspicion that still exists to a considerable extent. If the head office of the I.C.R. had been moved to Montreal there would have been much less resentment. The feeling towards Quebec and its business men is, and always has been, more friendly.

I think some of the criticisms heard in the Maritime Provinces are based more on resentment than on reason, and the resentment is not always warranted. Maritime Province men, for example, are not pleased that their old banking institutions should be merged with others controlled in Toronto, or that the head office of old banking institutions should be removed. The Bank of New Brunswick, the Bank of Nova Scotia and the Royal Bank are instances in point. They feel that the resources of old institutions, founded and built up by themselves, are now being used mainly for the extension of their rival's trade.

As soon as a Maritime Province industry assumes sufficient importance, the head office or the control centres in the financial centres, or on the stock exchanges, of Montreal or Toronto, and its industrial seems to become secondary to its speculative character.

Maritime Province people are apt to review their condition to-day from two angles. They compare their progress in wealth and industrial expansion with that of the Upper Provinces and find it unsatisfactory. They compare their situation with what it was before Confederation, and there, too, they are dissatisfied.

Maritime Union Proposed

There are undoubtedly a good many people in the Maritime Provinces who believe these provinces are being exploited for the benefit of Quebec and particularly, Ontario, and there is a not negligible body of sentiment in favor of almost anything in the way of a change which would appear to be for the better. The most common proposal is for a Maritime Union. Such a Union was in process of formation when the larger proposal of Confederation overshadowed it. In recent years it has been frequently revived and discussed publicly, and resolutions favoring it have been passed by Boards of Trade and other bodies, and even by the Legislature of New Brunswick. But it will be talked of a long time yet before anything is done. From many standpoints it would be a very advantageous thing for the Provinces.

Better Feeling Needed

One of the chief reasons for the feeling existing against Ontario is the frequent criticism coming from the press of that Province, and from some of its members in Parliament regarding the "demands" made on the treasury. The that politics in the Maritime Provinces with nearly all of their borders fronting on the sea makes necessary the expenditure of comparatively trivial, but numerous, appropriations for the building of wharves and breakwaters. Ontario persists in regarding this as nothing more than an unnecessary expenditure for political purposes, and hence has risen the common impression in Ontario that politics in the Maritime Provinces are very corrupt. All the causes mentioned, some of which are genuine and some of which, I thing are at least partly imaginary, have contributed to a feeling which exists, though it should not be exaggerated, and is, of course, not between individuals, but one of those indefinable feelings which are not uncommon between peoples. A more sympathetic tone on the part of the people and press of both Ontario and the Maritime Provinces would go far towards creating a better feeling.

There is a great deal of Scotch blood in the Maritime Provinces, which is proud and somewhat "touchy," and there are many French who feel that Ontario is an enemy to their race.

A view of the famous reversing falls at St. John, N.B., with the prosperous city of St. John in the background.

RAISIN PRODUCTION RAPIDLY INCREASING

The largest crop of California raisins in the state's history is predicted for this year.

The accompanying figures will give some idea of the rapid advance in this important industry:

1911	65,000 tons
1912	95,000 "
1913	70,000 "
1914	98,000 "
1915	130,000 "
1916	136,000 "
1917	163,000 "
1918	167,000 "

LIGHT ORANGE CROP INDICATED

Early reports received from the growing districts indicate a rather light setting of fruit for next year's orange crop. Not much dependence can be put on reports so early in the season, but it is evident that the June drop has been quite severe in some sections.

Tulare county expects about a ten per cent. increase over this year's navel crop. Navels in general are expected at this time to yield from 65 to 70 per cent. of previous maximum crop, according to reports.

Valencias seem to have suffered much more than is usual from the annual drop and it is expected that the crop will be about equal to that of last season and not reach the bumper proportions of this year's Valencia crop. It would seem from the reports in general that the total supply of oranges from California next season, averaging all varieties, will be somewhat less than the shipments of this year.

EXPORTS TO NEW ZEALAND DECLINE IN QUANTITY

While in many instances there has been a very decided increase in the total value of certain lines exported to New Zealand, this has not meant an increased business. In very many instances the increased money turnover has been due to advanced prices rather than to any improvement in business. In fact in many lines there has been an active decline on business, due undoubtedly to the difficulties of the transportation situation. Among the items of foodstuffs might be noted:

	1919	1918	1917
Fish preserved, lbs.	1,220,695	1,363,733	1,036,898
Rice, cwt.	15,973	43,577	25,890
Ale and stout, gals.	3,155	17,575	38,592
Tea, lbs.	1,965,394	2,778,442	2,003,202
Matches, gross	35,281	73,311	94,277
Kerosene, gals.	683,319	907,599	2,212,747
Tobacco, lbs.	819,154	458,007	622,742
Cigarettes, lbs.	444,762	233,741	123,694

HIGHER PRICES ON THESE ARTICLES

Chase & Sanborn's coffees have again advanced. The half pound packages are selling at 51c, the one pound packages at 52c and the 2 pound packages at 51c. Reindeer preparation of coffee and milk, the large size, is also higher, selling to the trade at $6.50. Baby's milk has advanced 25c per case, to $3.15. McLaren's mustard is quoted 10 per cent. higher.

U. S. Wheat Holdings Unusually Heavy

Stocks of Wheat Almost Three Times That of Last Year—Barley and Rye Also Double and Triple Last Year's Holdings—Wheat Flour and Buckwheat Flour Show Increased Holdings, but Other Flours Abnormally Light.

THE holdings of wheat and rye in the United States on June 1 were almost three times the quantity in store the same time last year, barley also shows doubled stocks. Other grains are, however, appreciably lighter. Buckwheat flour holdings are exceptionally heavy; wheat flour somewhat better than normal, but other flours show a most marked decline.

Commercial stocks of wheat reported in a survey made by the Department of Agriculture for June 1, 1919, amounted to 51,392,898 bushels. These holdings were reported by 8,684 firms, comprising elevators, warehouses, grain and flour mills, and wholesale dealers, and represented nearly three times the stocks held by the same firm on June 1, 1918, the actual percentage being 274.5 per cent. of the 1918 stocks. The figures refer to stocks actually reported and do not represent the total commercial stocks of the country nor do they include stocks on farms.

The commercial visible supply figures, as published by the Chicago Board of Trade for May 31, 1919, show 23,702,000 bushels of wheat, as against 1,146,000 a year earlier. The corresponding Bradstreet figures show 27,626,000 bushels, as against 4,379,000 for 1918. As compared with the same date last year, these figures, as well as those obtained by the more extensive survey, show a very great relative increase in commercial stocks of wheat on June 1, 1919.

Rye Stocks More Than Three Times as Great

The commercial stocks of other cer reported for June 1, 1919, according to the department's statement, were as follows: Corn, 17,254,576 bushels; oats, 45,770,543 bushels; barley, 20,043,375 bushels; rye, 14,624,331 bushels. These stocks represent the following percentages of the corresponding stocks on June 1, 1918: Corn, 47.6 per cent.; oats, 90.6 per cent.; barley, 207.2 per cent.; rye, 346.1 per cent.

Corn, Barley and Rye Flours Very Light

The commercial stocks of flour and corn meal, as reported for the survey, were as follows: Wheat flour, white, 5,653,051; whole wheat and graham flour, 32,065 barrels; barley flour, 17,822 barrels; rye flour, 165,243 barrels; corn flour, 6,128,427 pounds; corn meal, 40,297,627 pounds; buckwheat flour, 20,351,650 pounds; mixed flour, 15,299,679 pounds. These stocks represent the following percentages of the stocks on hand a year ago: Wheat flour, white, 121.8 per cent.; whole wheat and graham flour, 31 per cent.; barley flour, 4.6 per cent.; rye flour, 31.1 per cent.; corn flour, 14.3 per cent.; corn meal, 29.1 per cent.; buckwheat flour, 326.8 per cent.; mixed flour, 158.5 per cent.

DIES SUDDENLY OF HEART FAILURE

John Masecar, superintendent of the Comfort Soap Works, died very suddenly on Saturday last of heart failure, which overtook him just as he had left work.

Mr. Masecar was 66 years of age. He had entered the garage of the Comfort Soap Works and was apparently immediately stricken. When workmen entered the garage they found him lying on his face, dead. A doctor was called and pronounced death due to heart failure. The late Mr. Masecar lived at 83 Dorval Road, where his wife and son and daughter are living.

The Van Wort Brothers' Store, St. John, N.B. The members of the firm have been in business in the city for 38 years, and have in that time developed one of the finest businesses in the city. They are firm believers in display as an aid to sales, as the counter at the rear of the picture will amply demonstrate. A glass-fronted show case serves to display fancy goods in glass while keeping them in the best of condition, while the top of the counter is used for the featuring of special lines in which the store is making a special drive.

Serious Situation Prevails in Sugar

A World Stringency and a Phenomenal Increase in Demand Produces a Serious Situation—Canadian Supplies Still Equal to Demand, But Stocks None Too Plentiful

WHILE sugar conditions have not by any means reached the condition of last year, and while there is no likelihood that they will do so, there is yet a serious enough situation facing the industry. While all the refiners are operating at the present time, and while certain of these refineries report an adequate supply of raws, the fact yet remains that sugar is none too plentiful at the present time. There are a variety of causes that contribute to this condition. Strikes in some of the refineries, strikes of dockworkers in several ports on the Atlantic seaboard, both in Canada and the United States have served to complicate the situation, as it has meant that the reserves have been drawn upon to meet the demand that, owing to the canning season, is unusually heavy this year.

The real reason, however, is that the world is very largely dependent on the supplies of sugar developed on this continent and the surrounding islands, and that the demand is somewhat heavier than can be met.

War Changes Sugar Situation

The war produced an entire change in the sugar business of the world. The National City Bank of New York, in discussing this matter, points out that the reason for this change is in the fact that European countries that formerly relied on the sugar beet fields of Germany, Austria, Hungary and Russia for their supplies, found during the past years that their usual source of supply was cut off, and had to turn to the cane sugar areas, as a result there was an enormously increased demand for sugar. Fortunately the Cuban crop showed phenomenal porgress and did much to aid the situation. Some idea of the change in the situation will be apparent when the figures presented by the bank are examined. The exports of sugar from the United States during the war was: 1915, 550,000,000 pounds; in 1916, 1,630,000,000 pounds; in 1917, 1,250,000,000 pounds; in 1918, 575,000,000 pounds, and in 1919, 1,000,000,000 pounds, or approximately 5,000,000,000 pounds for the five-year war period. The exports for the fifty-year period prior to these dates totalled only 2,000,000,000 pounds.

With such a fabulous increase in demand it is evident that there could be no material reserves available.

There were indeed some reserves on hand at the beginning of the present crop year owing to the very severe restrictions that had been imposed upon the consumption of sugar. When these restrictions were removed, however, there was a very pronounced increase in the consumption of sugar, this increased demand, in addition to the natural increases of the canning season, has meant an added monthly total of 173,000 tons.

Last August, when the United States Food Administration thought it foresaw what the world demand for sugar would be, it suggested to the Allies that the United States take the Cuban, Hawaiian and Philippine crop and let the others have the rest of the world's supply. This was a satisfactory arrangement, but as France desired to purchase from America the United States offered to let her have any portion of the Cuban crop she stipulated. France asked for one-third of the Cuban supply, and an arrangement was made for letting her have it. Subsequently, when sugar seemed to be plentiful elsewhere, France sought release from her bargain, but the United States declined to give its consent, and France agreed to live up to her contract.

At the present time the sugar consumption of the United States has increased enormously. The increase in July was 100,000 tons, and it is expected the figures for this month will show 150,000 tons increase. For this reason the United States Government has refused to supply any further stocks of sugar to France at the present time. The Sugar Equalization Board has ordered all American refiners to refrain from exporting until notice of permission is given. As many of the American refiners are practically without stocks at the present time, it is not particularly difficult to obey these instructions.

While the situation in the United States has a marked effect on the Canadian trade, conditions here have not reached the same pass as they have across the line. Stocks of raws have been coming through fairly regularly from West Indian points, and there seems no likelihood of any curtailment of the movement. All the same, however, it is well to remember that there is a very serious world shortage of sugar, and it is well to be careful.

Grocers Fight Packers' Invasion

U.S. Wholesalers' Association Takes Action Against Railroads For Granting Unusual Privileges to Large Packing Concerns

NEW YORK, July 29.—What promises to be a vigorous action designed to prevent the big beef packing concerns from obtaining control of the distribution of groceries and other foodstuffs was started recently before the Interstate Commerce Commission by the National Wholesale Grocers' Association, with headquarters in this city.

The complaint, which was filed by Clifford Thorne, attorney for the association, is directed against Walker D. Hines, Director-General of Railroads, and 316 defendant railroad corporations as common carriers, subject to Federal control. The complainants allege there is discrimination in favor of the packers as railroad shippers and they ask for a modification of rules and tariffs which will give the wholesale grocers an equal chance with the packers. In other words, they say, they want a square deal and no special favors for anybody.

Claim Packers Given Special Privileges

The kernel in the nut which the wholesale grocers are asking the Interstate Commerce Commission to crack is the fact that the packers have secured changes in railroad tariffs, which permit them to put into their pedlar and refrigerator cars, with shipments of meat, all kinds of groceries and foodstuffs. Having a special expedited service for the cars they are able, the complainants say, to guarantee delivery of groceries in a day or two from the time the order is received, while shipments from wholesale grocers are delayed from two to ten times as long in transit.

Such Competition Would Kill Wholesale Trade

The fear has long been expressed in the wholesale grocery trade that if this kind of railroad service is permitted to be kept up it will not be long before the big packers will have absolute control of the wholesale grocery business as well as the wholesale meat business. The wholesale grocers insist in their complaint that these other food products should not be shipped with fresh meats and vegetables, as the regulations permitting the packers to enjoy these advantages result in unjust discrimination.

SELLING GOODS AT THE MARKET

Is a merchant always justified in marking up his stock to keep pace with wholesale market quotations?

"It is simply rank profiteering," a farmer told George F. Sharp, a general merchant at Gull Lake, Sask.

"Listen," Mr. Sharp said to him. "Suppose you purchased a horse for $200, and on account of the world shortage the price of horses went up to $300 within the next six months, would you be such a rank profiteer as to ask $300 for your horse, or would you take what you consider a fair price of $225? If you did you would lose $75, because in buying another horse you would have to pay the full market value."

"I begin to see the light of day," said the farmer.

Help the Fishermen and Help Yourself

This Should be Slogan of the Retail Grocer—Maritime Trade Comes From Fishermen to Great Extent—Is a Great Buyer and Wants Good Goods — Important Considerations

THIS article is based on an interview with A. H. Brittain, President of the Canadian Fisheries Association and Vice-President and Managing Director Maritime Fish Corporation, Montreal.—EDITOR.

"Canada's fisheries produce a revenue of forty million dollars annually, they ought rather to produce one hundred millions."

"The best fishing grounds in the world are Canada's, and the location of the most extensive fishing areas is in the Maritime section."

Thus it becomes the spirit of this article to deal more particularly with some phases of the trade in the Maritime Provinces, where an industry, already important, bids fair to increase mightily. That it should grow is admitted on all sides and by Canadians generally. To what extent it records growth is dependent, materially, upon the Canadian citizen, and in the furtherance of plans and policies Canadian grocers can undoubtedly be of great assistance. Not only so, but in the development of this industry the live and energetic grocer may help himself while helping the fishing industry.

Fishermen as Buyers

It would take pages to describe the qualities of the deep-sea fisherman, and this would make absorbing reading. This is not the porpose of the writer, but he would point out the importance of the fisherman as a buyer. Mr. Brittain looks upon him as one of the largest consumers of commodities in all the world, and he is, as well, a discerning and generous buyer. If any entertain the idea that these folk are satisfied with the minimum of equipment and other supplies they will have to reconsider.

A full catch.

In the nature of their hazardous enterprize the fishermen are afforded wonderful development. One cannot go to sea and escape a liberal education. By very contact with the elements, the uncertain changes in temperature, terrible storms, etc., a man who has chosen the sea as his home must needs develop as land humans cannot. The fisherman is, therefore, developed to the fine point in ingenuity, initiative, resourcefulness and discernment, in such a manner as to make him one of the keenest of buyers and one of the best prospects for all classes of merchandise. He is not only a purchaser of equipment for his boat, but is likewise a free buyer of all kinds of foodstuffs and of wearing apparel of the best grade. He must have good clothing, and warm, and plenty of it to withstand his rigorous battling with the sea.

But, for the grocer, the prospect is the more inviting in that the stalwart fisherman usually rears a large family. He thinks well of them and feeds and clothes them with the best of everything. He is, as a matter of plain fact, a bigger and a freer buyer than the farmer. His needs are greater and his very contact with rough life makes him want the best and this he demands. And, be it emphasized, he knows what is good, insists upon having it and pays the price. He knows that shoddy is not dependable and will not have it. And the good grocer will prefer to have the discerning buyer.

A scene at the herring fisheries.

Where Grocer Comes In

Success in business to-day comes from the development of turnover in a large way. Sometimes this has to be done by multiplying the number of lines carried. With a fairly large space at his command, usually the grocer who has not already done so might well consider the addition of a fish department. This has been done by many and can be accomplished by others. And, if the fisherman's trade is wanted the grocer ought to be willing to reciprocate, and doubtless he will.

In the last analysis, however, sentiment will be brushed aside and the business man will ask, "What money is there in a fish department for me?"

This is one department that, in the very nature of the product, will have to be carefully and thoughtfully planned. Already a greater use of fish in Canadian homes has been reported and this may be attributed to education through publicity. Thus, in the first instance, a certain amount of favor has already been created for fish, particularly for fresh varieties. The educational work already done, while insufficient, will be

valuable in just that degree and to that extent to which it is made best use of by the trade.

From a broad standpoint, the Canadian fish-eating habit ought, and must be encouraged. Its use has been widely popularized in Great Britain and the United States, in which countries the per capita consumption annually is much greater than that of the Canadian people. There is no excuse for this condition. The fish is Canada's, right at her door. The accessibility of her fishing grounds makes it possible to secure immense quantities of the most wholesome food in a more or less regular manner, and the transportation facilities, while still to be improved, whisk this supply of tasty food to the large centres for further delivery to adjacent centres.

Displays can be made attractive, and these will be best made regularly, that is, on a regular day or regular days of the week. The advantages to be derived from regular fish days throughout the week will be obvious and the dealer will take a greater interest in this department if it comes along in a regular way to suit the needs of his own community.

It will be essential, of course, to have someone look after the fish department. A steady and regular supply of ice must be maintained and the fish kept clean and wholesome. This is possible, for CANADIAN GROCER has visited stores where there was practically no odor, and this was made possible through the careful cleaning of fish of all that slimy substance which readily accumulates. Clean water and plenty of it will accomplish this, and if used freely it will take away what has been a strong objection to stocking fish. With a strong will, work and water much can be done to make the fish section a very inviting one.

More Must be Done

It was pointed out in this interview that the excellent work conducted already by the Government, co-operating with the Canadian Fisheries Association, has accomplished a great deal. But scarcely more than a beginning has been made. There is little accomplished of educational value when the masses are considered without reiteration. It is the "constant dropping" of publicity which will occomplish the desired end and secure the results which should have been attained ere this.

A recent press dispatch reported the immense total of 20,000,000 pounds of fish in cold storage. At this season of the year it is doubtful if that immense tonnage can be absorbed without loss. What is needed is a wider appreciation of the food value of fish, and as a result of this a greater regular use of it by the masses. Education is essential and must be prosecuted vigorously. It will have to take many forms. All will have to help in the very nature of the problem. The consumer, for instance, will have to use more fish himself, and do a little advertising with his neighbor. The publcity of the Government and those co-operating with it will have to be read, and new forms of this adopted. Above all, it becomes increasingly necessary, now, for Canadians to realize a great national asset as never before, and to make the greatest use of it. Consume more fish and the price will decline. Refuse to eat fish and the prices will be high.

Just now, when it becomes necessary to conserve resources in nearly all parts of the world, Canada can do no better than to use what she produces of a perishable nature as extensively as she can. True, fish can be exported in canned form and also in cold storage, and this is being done extensively. But, as has been pointed out before in CANADIAN GROCER, perishable foods ought to be used at home as freely as possible and those which can be sent abroad without fear of spoiling, shipped.

In the matter of fish there would be a decided advantage to the average citizen through its greater use. It is known to be very nutritive. It is easily assimilated. It may be prepared in many appetizing forms. It is moderate in price, from a comparative standpoint with United States centres, and would be still cheaper were its use greater. Prejudice must be broken down and a greater use of fish secured.

Above all, fish must be wholesome when shown to the customer or when delivered to the kitchen. There is nothing more important. Perhaps the delivery of tainted fish has lost many a customer and set her against the further purchase of fish. Here is where the grocer may exert his good offices by supplying none but wholesome fish, and he may do this, constantly, by watching his fish supply daily and adopting the simple methods above suggested.

A handsome Maritime store. That of Jenkins & Son, Charlottetown, P.E.I. This firm, as will be readily realized by the accompanying photo, are thorough-going believers in the value of display. Their store is so equipped that the bulk of their stock can be kept always within view of the customer of the store while at the same time always shielded from dust, and presented in the most attractive way.

A view in the store of H. V. Raymond, Sydney, N.S. Mr. Raymond has put his store on a strictly cash basis, and his experience has proven the wisdom of this policy as it affects his store. He is also a very firm believer in advertising of all kinds to aid in selling the goods.

Introducing New Lines Benefits Store

Keeping New Goods Always to the Fore Has Had the Effect of Advertising the Store as a Progressive and Up-to-Date Place — Rest Room Proves a Great Benefit

A FONDNESS for introducing new lines, has given H. Martin, Walton street, Port Hope, an enviable reputation in the district. His success in this regard has been such that he has practically created a record for selling new goods. He enjoys doing it, and it is no doubt due to this that he has met with such good results. Just recently a certain sandwich preparation came on the market. Mr. Martin was impressed with it, so decided to push it. "I always take these new goods home first and try them there," he told CANADIAN GROCER. "If we are favorably impressed with them, then I endeavor to push the sale of them." Speaking of his efforts in selling this particular sandwich preparation, he stated that he first announced it to the public by lettering on the window. Always having some out on his counter, he got the people inquiring about it. The result in almost every instance was the sale of a jar. Several cases were disposed of in a very short time, and since the picnic season is on, it has been a very ready seller.

Special Sales Mean Business

Another method of pushing business in groceries that Mr. Martin has tried with great success, is that of featuring special sales. Last spring he inaugurated Friday and Saturday special sales. At first he only had them on Friday, but the farming public complained that he was discriminating in favor of the townspeople. Consequently he continued them on Saturday. One week he featured picnic hams. He sold them at only a very nominal profit, and while it might not be considered sufficiently profitable under ordinary conditions, the quick turnover made it satisfactory. "But the real advantage," said Mr. Martin, "was the sale of other goods. The whole benefit from these sales was not in the money made in the particular line advertised, but the amount of other business one attracted in this way." On another occasion, Mr. Martin put up for sale 50 dozen cans of peas. Displaying them in the window, and advertising them with cards, they proved one of the best advertisements his store had ever had. He sold them at only a profit of two cents a tin, but even at that, Mr. Martin looked upon it as a very profitable piece of advertising. In announcing these sales through the medium of the daily press, Mr. Martin used just newsy little readers. He believed they were very effective.

To Have Rest Room

Mr. Martin apparently believes in catering to the comfort of his clientele, and in devising and planning a rest room on the second floor of his store, he had in mind, particularly, the farmers' wives and daughters in the surrounding district, with whom he trades in a very large measure. A very attractive place is this rest room for ladies. Here they can rest and read, while waiting for friends, and in the winter it is a comfortable, warm place, away from the busy part of the store. It has proved a splendid innovation, Mr. Martin states, and has been a factor in building up the business.

Mr. Martin came to Port Hope nine years ago from Kingston, and in that time the business has gone ahead in leaps and bounds until now the weekly turnover has more than doubled.

CONSPIRACY IN RESTRAINT OF TRADE

It is a "conspiracy against trade," under the statutes of California of 1907, for wholesale bakers to enter into agreement, whereby they fix the retail price of bread to be sold by them to retailers, and agree not to sell to any retailer who does not maintain such price.

An agreement between two persons that one will buy from the other exclusively, or that one will sell to the other exclusively, a given commodity, constitutes a conspiracy in restraint of trade, within the meaning of Vernon Sayles Ann. Civ. St. 1914: "The statute in question expressly declares that an agreement or understanding between two persons that one of them will buy from the other exclusively a given commodity, or that one of them will sell exclusively to the other a given commodity, constitutes a conspiracy in restraint of trade. An agreement to do either or both has the effect to prevent competition, and falls within the condemnation of the statute."

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

JOHN BAYNE MACLEAN - - - - - President

H. T. HUNTER - - - - - - Vice-President

H. V. TYRRELL - - - - - General Manager

THE MACLEAN PUBLISHING COMPANY, LIMITED

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, Power House, Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, Canadian Motor, Tractor and Implement Trade Journal.

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GREAT BRITAIN—London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director. Telephone Central 12960. Cable Address, Atabek, London, England.

SUBSCRIPTION—Canada, $3.00 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, $3.50 a year; other countries, $4.00 a year. Single copies, 10c, invariably in advance.

PUBLISHED EVERY FRIDAY

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation. Copy of report will be sent to anyone interested.

Vol. XXXIII. TORONTO, AUGUST 1, 1919 No. 31

TO PERMIT RE-SALE PRICES

IN a special report to Congress the United States Federal Trade Commission urges the passage of legislation permitting manufacturers to fix and maintain re-sale prices.

Such legislation, the commission states, would promote the efficiency of manufacturing and commercial institutions and serve the interest of the consuming public.

Under the legislation recommended by the commission, manufacturers desiring to fix and maintain retail prices would file with an agency, to be designated by Congress, description of articles, contracts of same and the prices scheduled to be maintained. This agency would be charged with the duty, on the complaint of any dealer or consumer or party at interest, to revise the terms of contract and revise the prices if found necessary.

CARELESS METHODS OF MANUFACTURERS

A WESTERN Canadian wholesale grocer makes the claim that some manufacturers are exceedingly careless in methods of shipping goods and sending out invoices and complains that it will be very difficult for our manufacturers to secure export trade unless they adopt systematic methods.

This wholesaler states that a short time ago he purchased a certain quantity of an article from a manufacturer for immediate shipment. In place of shipping immediately the first car was moved out in ten days' time. The entire order was not included in the car. It was short 300 bales, but they were not advised. No invoice came with the shipment so they were unable to determine exactly what part of the shipment had been made. A wire brought the reply that the shipment of bales had been made later, but no information had previously been sent.

Another quantity of goods was brought from another firm for shipment in a certain car on a certain date. The car arrived without the goods. They were not advised they had not been sent.

Still another firm maintained they were in position to take care of immediate business. An order was placed by the wholesale grocer to be shipped immediately. Nearly a month later after sending one or two wires they found that owing to some broken machinery the shipment was delayed. This made it almost too late for the wholesaler to look for goods elsewhere and as a result his trade was short.

There are some very good points made by this wholesale grocer. It is a fact that many firms in Canada accept orders and hold them indefinitely without any advice to the buyer. This is something in which a little more care should be exercised. It is no doubt the fault of some employee, and a little more of the proper kind of system would readily eliminate it.

ARMISTICE DAY AND NOW

DURING the last months of the war there was a very widespread uneasiness in regard to what the cessation of hostilities might mean to prices. There was a fairly general feeling that the bottom might drop out of things with calamitous results to the merchant and others.

CANADIAN GROCER could not see matters in this light, and persistently stated that prices would not decline appreciably for many months after the war, perhaps even for years. At that time we spoke of world markets needing food, and of depleted reserve stocks, and announced our belief that under these conditions declines were not within the realms of possibility.

The passing months have vindicated this contention. Not only have there been no sharp declines, but as a matter of fact in perhaps the majority of instances the trend of prices has been in an upward direction since the signing of the armistice.

Now "Peace Day" has come and gone, after nine months of armistice conditions, and the world is settling down to the knowledge, that conditions that took years to produce cannot change in a moment. There is no fear of slumping prices—CANADIAN GROCER said this nine months ago, and it says so again to-day. There will be downward revision, but the fear of tobogganing prices was a nightmare that had no sound basis in fact. The part of reasonable caution is always the part of wisdom, but the man who waits for a land-slide in prices is facing a very considerable wait.

The Forest Wealth of the Maritimes

Some Facts and Figures in Regard to One of the Great Industries of the Prosperous Provinces Down By the Sea

THE Maritime Provinces, while naturally they cannot stand at the head of the great lumbering industry in Canada because of their lesser size, are nevertheless an exceedingly important factor in this great industry. It is estimated that New Brunswick has a supply of merchantable saw timber totalling 25,000,000,000 board feet, while Nova Scotia's total reaches 15,000,000,000. The New Bruunswick total is made up mainly of white pine, spruce, balsam, fir and cedar. The main hardwoods are yellow birch, maple and beech. In Nova Scotia about half the total commercial timber is of soft varieties. The geographical situation of these provinces and the proximity of her ports to the ports of insular and continental Europe have been a great factor in developing the overseas trade.

To estimate the importance of the lumbering industry to the provinces it is only necessary to realize that barely 27 per cent. of all land in New Brunswick is under agricultural cultivation, and that the balance represents the forest resources. In New Brunswick about seven and one half per cent. of the forest land belongs to the Crown, and the balance, approximately five million acres, belongs to private companies and individuals. Not only are these provinces peculiarly favored by their proximity to the natural countries of export, but they are also favored by conditions that make it readily possible to get the logs to the mills, both New Brunswick and Nova Scotia, are, in addition to their railway system, cut by a network of rivers that make is possible to raft the logs to the mills at a material reduction from railroad haulage.

Despite the scarcity of shipping and the drafting of many expert lumbermen, the war years have shown a marked improvement in the lumbering business of the provinces by the sea. The home consumption of timber increased materially during the war which offset any possible decline in export business due to embargoes and scarcity of shipping. Despite that fact, however, Hon. O. T. Daniels, Minister of Crown Lands of Nova Scotia, estimates that the value of forest products for the present season has reached the surprising figure of $18,905,000. With the closing of the world war, and the demands that must come for the restoration of Europe, with the calls made upon lumber resources by new building programmes and by long delayed necessary repairs, there is a promise of a great boom in the lumbering industry. In any such boom the Maritimes will unquestionably be found in a very favorable position.

Co-operative Stores in Nova Scotia

Co-operative Store Systems Follow the Coal Mines. The System Has Shown Some Measure of Success. Some Facts Regarding the Newest Venture.

Special Correspondence, Sydney, C.B.

WHEREVER you will find an operating coal mine in Nova Scotia you are apt to find either a co-operative society or the bones of one. The reason for this is that a very large proportion of the miners in Nova Scotia have always been of Old Country origin, and they have brought the idea of the co-operative store with them.

Devoted to Co-operative Principle

It never seems to have flourished permanently here, or rather, few if any individual co-operative stores have had a permanent success, although the devotion to the principle of co-operation persists. Too much credit and too many bosses seem to have been the rocks on which these establishments have come to grief.

There are now co-operative stores at Sydney, Sydney Mines and Glace Bay. In the two last-named places the stores have been in operation for several years. The store in Sydney is the third that has been started there. It was organized in August, 1918, by the steel workers of Sydney. Out of about 4,000 employees in the steel works, about 1,500 are shareholders. The subscribed and paid up capital is $50,000. It is stated that the first six months operations showed a profit, and A. B. Colborne, the manager, while not minimizing the difficulties of co-operative trading, was hopeful of making this one succeed.

The shareholders are chiefly heads of families. Only groceries and footwear are handled. All profits go back to the shareholders as dividends.

Capital Not Withdrawable

The capital is not withdrawable, and the shareholder cannot make purchases against his investment, which is said to be the most frequent cause of co-operative failures. A shareholder, however, may dispose of his stock to someone approved by the directors. No individual may hold more than $50 or less than $10 of stock. There are fifteen directors, holding meetings each Friday night, eight constituting a quorum. At the latest meeting thirteen were present. They get a report of sales each week, and a general business statement each month. The store closes Wednesday afternoon, being the only Sydney store to do so.

The turnover of the store is about $20,000 per month. No attempt is made to cut prices, according to the manager, who claimed that the business had encountered some hostility from other stores.

The business of Sydney is run on an absolutely cash basis, although Sydney Mines store, which has been running twelve years, and has many old customers, gives credit. All wholesalers seem perfectly willing to sell to the co-operative concerns.

Interior of the store of Fawcett Brothers, Sackville, N.B. In addition to the store business carried on its members are actively engaged in a fruit business as well. They are within easy distance of a very prolific strawberry area, and as well as supplying their own trade ship many cars of fruit to other points during the season. This is a business that is not only profitable in itself, but that helps to keep their name before the farmers of the surrounding district.

Special Sales Bring New Business

"Catch Trade" Very Often Becomes Regular Business, Due Entirely to Some Feature Sale.

"THERE is nothing like special sales to attract catch trade," G. B. Cunningham, manager of the Northway Grant Co. grocery department at Orillia, Ont., told CANADIAN GROCER. "This catch trade," he added, "very often becomes regular trade. Special sales bring people into the store, and when they are here they see other things they want, and to save time possibly, they buy them here, rather than go to their own grocer. Very often in this way they become regular customers.

These sales are advertised in the weekly newspapers, and the next day the store is very often literally besieged. Mr. Cunningham's method is usually to offer some special line, two or three cents under the regular price, just as a means of drawing the people. It is not that we believe in wholesale cutting of prices, but we do believe that just as a method of advertising, it is a real producer of new business."

The grocery department in the Northway Grant store at Orillia is very attractively arranged at the rear of the first floor. Everything is marked with price tickets. Mr. Cunningham believes ticketing articles is a saver of time as the customer, while waiting her turn to be served, can see at once just what the article that she has in mind will cost her, without waiting to ask the clerk. Keeping new lines well to the front, displayed on the counter in a way to readily attract the eye of the customer is another idea that Mr. Cunningham has put into practice with a good deal of success. More often than not, sales result this way in introducing new goods.

JAPAN'S RICE CROP LAST YEAR

An official report from Yokohama gives Japan's rice crop during 1918 as 280,006,135 bushels. The crops of previous years were as follows: In 1916, 299,223,040 bushels, and 1917, 276,828,-160.

DIRT KILLS BUSINESS

Help keep the store clean. A dirty, untidy store is not a business builder. Dust in a store or on merchandise is an expense the extent of which cannot be measured in dollars and cents. The average woman abhors dirt in her home, and dislikes things to enter her home that come out of a dirty place. Goods are sold through the eye quite as much as they are through the sales argument. Cleanliness and neatness should be the rule for every clerk, not only in his department, but in his person. Clean hands should be the rule and not the exception. Especially true is this as it applies to the handling of food products. We all dislike to be served by a dirty person in a restaurant. A dirty apron, plus soiled hands, has spoiled many an otherwise good meal. "Oh," says Mrs. Cleanhousekeeper, "their goods are all right, but their clerks are so dirty." What an arraignment!

Do You Know Any of These Three Chaps?

HE occupied a fairly large place in the community. He was a manufacturer in a good way, and what he had to say about conditions generally carried some weight. In fact what HE SAID had quite a bit to do with what the community believed.

On this particular day this HE SAID individual stood on the corner just before parting company with the bank manager.

Of course the banker wanted to know his ideas about credits and the outlook in general. It was not possible to hear all that HE SAID, but such words as strikes, no output, hard winter, failures, high costs, were easy to hear. In fact, a person would not need to be an eavesdropper at all to get a whole earfull of real honest-to-goodness blue-ruin talk.

The banker went his way and HE SAID went his. Just as the banker was about to enter his office he met the man who used to attend to the furnaces in winter. Instead of saying, "Good morning, Joe," he stopped and asked Joe how things were going with him. "Fine," replied Joe as a starter. "Working every day at bigger pay than I ever hoped to get. My boy got back from France three months ago and he's working in the same shop. If you want to know how we're doing just take a glance at my savings account. It's right in your own bank here," and Joe was off with a smile.

And quite unconsciously Joe, the former furnace man, had put the axe into the burdock bush that HE SAID had planted in the mind of the banker.

Now as a matter of fact HE SAID was only a very ordinary individual.

Any croaker who decorates a sugar barrel in the old corner grocery could have handed out just as fine a line of headed-for-the-bow-wows talk. It does not require brains—it does not require courage, nor vision, nor executive capacity. Simply a wagging tongue and a bit of an audience—the rest is easy.

Nothing more was needed than that the tongue should wag and the audience not ask any pertinent questions that would confuse the wagger.

HE SAID lives in a good many Canadian centres. He is telling that coal is going to be very high this winter; that there will be an awful lot of people out looking for work; that building is almost at a standstill; that costs are high; that there is industrial unrest; that buying is from hand-to-mouth, and that our money is at a stiff discount in the United States markets.

Unfortunately there is no legal way of dealing with HE SAID. Certain animals can be muzzled during the hot days of August, but there is no muzzle for HE SAID. He is at liberty to go his way, throwing out doubt here and fear somewhere else.

The antidote lies in Joe, the former furnace man—Joe, the apostle of good news—Joe, the chap who knows enough to stay everlastingly at the harvest while the cutting is good.

If Joe gets along to boot HE SAID out of his job, he will buttonhole the banker and say that in spite of strikes, reported crop shortage, high costs, and all these things, retail buying is heavy and payments good—that the world is short of scores of lines that must be grown or manufactured—that many big buildings must be gone on with very shortly—that failures of responsible firms are almost unknown—that Bolshevism has got a black eye—that the costs of the rest of the world are just as high or higher than ours.

Yes, Joe, the former furnace man, would have given the banker a real vision. He would have jumped into his mental horizon and shoved it back a couple of miles. The chances are that Joe would put more blue sky and sunshine into the banker's ideas than could have been hatched under any other circumstances.

Now, this is not visionary. HE SAID, Joe and the banker are real people, and they have been discussing real Canadian conditions.

They represent three conditions and classes in Canadian business. Sift them out and see where you fit in.

Another attractive Maritime store—that of W. P. Crossby, Yarmouth, N. S.

N.B. Herring Fisheries Face Serious Situation

Prices Have Declined Below Production Cost and Market is Limited

A rather serious situation confronts the fishing business in New Brunswick. Prices of herring have dropped to a point where it does not pay the fishermen to catch them. The two largest sardine plants in the province are not yet in operation, although sardines are fairly plentiful, and in several sections of the province the fishermen are idle as there is no market for the catch. With the cost of boats, nets and everything connected with fishing operations advanced more than 100 per cent., some dealers are offering less than pre-war prices for herring.

Gaspereaux Catch About Half Usual

The Gaspereaux catch at St. John this year was only about 9,600 barrels, less than half the usual catch. The great bulk of the catch has been salted and sold in New York.

The price of Gaspereaux in the West India market is fair, but the price of herring and other fish there is off. The low price of fish in the local market is not stimulating sales as might be expected from the complaints of the high cost of meats, but the situation should afford a good opportunity for retail dealers to expand their sales.

The salmon fishing in New Brunswick has been a failure this year, and there is no chance that the short catch will be made up before the end of the season. The situation is the same in the Bay of Fundy and on the north shore of the province. The bulk of the catch has been sold in the local markets at good prices, and shipments to Montreal and Boston, which have been developing in large proportion in recent years, have been small this season.

Fire broke out recently in Fine & Rubin's wholesale grocery warehouse, at 409 Queen Street West, Toronto, doing $1400 damage. One thousand was to the building and $400 to the contents.

Tomato and Peach Crop Light

Lack of Rain Diminishes Tomato Production—Leaf Curl Causes Heavy Drop in Peaches

THE tomato crop prospects in the Niagara peninsula are only fair. W. P. Ryan, of the Bell Meade Farms, Grimsby, Ont., stated to CANADIAN GROCER this week that while the tomato plants were looking healthy and strong, lack of moisture has been responsible for a poor set and there will not be as many tomatoes to the acre this year as last.

"The tomato plant," said Mr. Ryan, "is originally of southern origin. It can stand all kinds of hot weather but it must have plenty of moisture to produce abundantly. The lack of moisture during the blossoming season has tended to a much smaller crop than otherwise would have been secured."

In referring to peaches he stated that the early bloom promised an abundant yield this year. Experienced fruit men, he said, were of the opinion that the trees somewhat overdid themselves in bloom. This apparently has been the case as much of it has since been found to be false. Hot weather produced a great deal of leaf curl, and, although recent rains have helped considerably, he does not think the crop will be a big one. This applies particularly to the Elberta peaches, which are the largest and perhaps the best of them all. The yellow St. Johns promise much better.

The plum crop, according to Mr. Ryan, will not be a good one. The blossoms and early set indicated a good big crop of plums, but recently dry rot has set in and they are falling off the trees.

Pears look to be a good crop and harvest will be large. Same applies to grapes, which, Mr. Ryan said, as far as he had heard would be one of the best crops in recent years.

Millions of Cups Enjoyed Every Day

NOTHING succeeds like Quality and Value.

The more Quality given for the money the greater the success.

Figuring on this basis, the Quality given in the Red Rose Tea packages must be large for the money—

For millions of cups of Red Rose are enjoyed every day in Canada.

Wherever the railroad, the auto, the horse, the canoe, and the dogsled go — be it a main road or a trail through the wilderness—wherever "good tea" is enjoyed and value and economy appreciated—there you will find the Red Rose packages.

To supply the demand for Red Rose Tea, the T. H. Estabrooks Company operates in St. John, New Brunswick, one of the largest tea sorting, testing, blending and packing warehouses in Canada, and, in addition, there are branches in five other Canadian cities. Almost every grocery store in Canada sells Red Rose Tea.

While the residents of the Maritime Provinces look upon the T. H. Estabrooks Company as an industry that belongs to the provinces, the lovers of "good tea" all over Canada have made it an industry of national importance.

Every day they go by the thousands to the grocery stores to buy tea with the distinctive Red Rose flavor, the rich Red Rose strength, and the splendid Red Rose economy.

Red Rose Tea tastes better, goes farther and is more economical, because it consists chiefly of hill-grown ASSAM teas—the richest and strongest in the world.

Red Rose is your natural choice of a LEADER to increase your tea sales. The public likes Red Rose and the dealer likes our broad, fair way of doing business.

T. H. Estabrooks Co., Limited

Head Office: St. John, N.B.

Branches at Montreal, Toronto, Winnipeg, Calgary, Edmonton

Circle R Brand Compound Tartar

The largest selling Compound Tartar in the world

Our Guarantee

We guarantee every can of Circle R Brand COMPOUND TARTAR to give perfect satisfaction or purchase price refunded.

Packed in ½'s, 1's, 5's, 10 lb. tins.

Ask our travellers for it or write direct to

BAIRD & PETERS, St. John

SOLE AGENTS IN NEW BRUNSWICK Branches: Campbellton, Edmundston, Fredericton, Moncton, Newcastle

Salesmen Wanted

Men who have worked up a connection with the trade are far more valuable to you than inexperienced men. The way to locate them is through your trade paper, because wide-awake salesmen read it. When in need of salesmen use the Want Ad Page; the rates are 2 cents per word first insertion and one cent per word for each subsequent insertion, a charge of 5 cents extra is made for Box Number to cover cost of forwarding replies.

COUNTRY MERCHANTS

of Nova Scotia, New Brunswick, Prince Edward Island

Ship us your

Butter, Eggs, Potatoes, Etc.

We pay highest market prices.

SMITH BROS.

7 Upwater St. - HALIFAX

1,000,000

People — to use your products

In the Maritime Provinces

We cover the territory Best references

Write us.

The Smith Brokerage Co., Ltd.

1-4 South Wharf, St. John, N. B.

The great success we have had with our

"EVANGELINE" APPLE CYDER

and the repeated enquiries we have had from our customers for other beverages has encouraged us to put on the market

"EVANGELINE" ORANGE CYDER

AND

CHERRY CYDER

They are both of particularly fine quality and retain all the delightful flavor of the California Oranges and the Nova Scotian Cherries

ALSO

"EVANGELINE" CYDER VINEGAR
"EVANGELINE" White Wine Vinegar

Annapolis Valley Cyder Co.,
Limited

BRIDGETOWN NOVA SCOTIA

BROOMS!

BROOMS
BROOMS
BROOMS

Only the best material used.
See our traveller or write us direct.

ALTEN LOHNES
35 Queen St.
Charlottetown, P.E.I.

Schofield & Beer

Manufacturers Agents and Grocery Brokers

Best References

St. John City, N.B.

Halifax, Canada

J. W. Gorham & Co.
C. H. Gorham, Propr.

Grocery Brokers
and
Manufacturers' Agents

Catering strictly to the Wholesale Grocery and Wholesale Fruit Trade of Nova Scotia

B Brand Ciders
THEY ARE BETTER

Grape
Cherry
Apple
Loganberry
Raspberry

Strawberry Cream
Orange
Blackberry
Apricot
Peach

SEND US YOUR ORDERS
MARITIME CIDER CO.
MAIN STREET ST. JOHN, N.B.

We Want Agencies for Prince Edward Island

Best References. *Write or wire us.*

J. CARRAGHER & COMPANY
QUEEN STREET, CHARLOTTETOWN, P. E. I.

Grocers can always safely fill your customers sugar order with Royal Acadia.

ROYAL ACADIA SUGAR

"Every Grain Pure Cane."

The Pyramid Trade Mark Guarantees The Quality

Whether they ask for Royal Acadia by name or not you can rest assured they will thoroughly approve of the all round goodness of this delightful sweetener.

Royal Acadia is put up in handy-sized 2 and 5-lb. cartons, also in 10, 20 and 100-lb. bags, half-barrels and barrels.

The Acadia Sugar Refining Co. Limited

HALIFAX, CANADA

"ACADIA"

FISH, is a hot weather dish, particularly fine in the morning.

Do you tell your customers about how nice "ACADIA" is in patties, fresh fried for breakfast, or how well it goes in the evening, chopped up and fried and served with French potatoes?

It is the best warm weather dish we know of.

ROBIN, JONES & WHITMAN, LIMITED

LUNENBURG, Nova Scotia

MINARD'S LINIMENT

One of the best all round remedies for Coughs, Sore Throats, Sprains, Rheumatism, etc.

Dealers should not fail to carry good stocks particularly during the spring and winter months.

MINARD'S LINIMENT COMPANY, Limited

Office and Laboratory: YARMOUTH, N.S.
Branch Factory: ST. JOHN'S, NEWFOUNDLAND

Pure Apple Cider

Real Apple Cider Vinegar

Made from the famous ANNAPOLIS VALLEY APPLES.

Guaranteed pure and made in a clean, sanitary factory.

The PICKLING SEASON will soon be here. HOW ABOUT YOUR STOCK?

Write us for price list or other information.

M. W. Graves & Co.

BRIDGETOWN, N.S.

ESTABLISHED 30 YEARS

Sea Foods From The Canadian Maritimes Better Than The Imported Variety

Government Analysis at Ottawa shows Brunswick Brand to be superior to both domestic and imported canned sea foods

Dealers who have long regarded the widely advertised imported canned sea foods as superior to the products of Canadian waters will be interested to know that Bulletin No. 423, issued by the Laboratory of the Department of Trade and Commerce, Ottawa, proves that

Brunswick Brand Sea Foods contain a higher percentage of food calories than any other canned fish or meat (devilled beef excepted.)

Here is a selling point worth emphasizing. The present embargo on imported sardines gives every aggressive dealer a splendid opportunity to feature and recommend a superior Canadian product like Brunswick Brand.

Every customer asking for canned sea foods, and particularly sardines, should be informed of the superiority of Brunswick Brand.

You'll find the profits very worth while.

CONNORS BROS., LIMITED

BLACK'S HARBOR NEW BRUNSWICK

SEA FOODS

For Sea Voyages, Camping Parties Construction Gang Camps Exploring and Mining Expeditions

or any place that is far from the source of butter supply you'll find

BLUENOSE BUTTER

A UNIVERSAL FAVORITE

Sold in pound, two-pound and half-pound tins. Always opens up in excellent shape regardless of climate conditions.

ITS QUALITY AND FLAVOR APPEAL TO THE MOST CRITICAL

If your customers have trouble keeping butter in the hot weather, suggest they try a can of **BLUENOSE.** Write us.

Smith & Proctor

Sole Packers

Halifax

N.B.

SUMORE

The Perfect Peanut

PACKED IN TINS

ASK YOUR JOBBER

OR

Montreal Nut and Brokerage Co.

30 and 32 Jurors Street, Montreal, P.Q.

LOGGIE SONS CO., Agents, TORONTO

We
Want Agencies
for
Food Products

Best references

PYKE BROS.

Grocery Brokers

HALIFAX

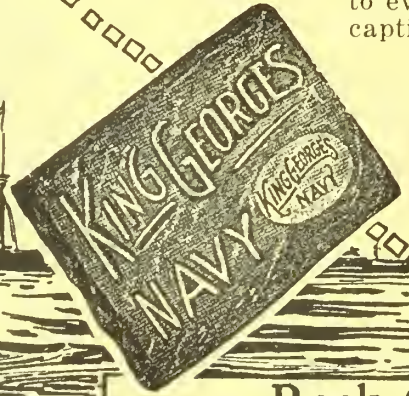
KING GEORGE'S NAVY

CHEWING TOBACCO

Will get you the tobacco trade

There is a distinctively different "flavor" to every chew of King George's Navy that captivates the taste of discriminating "chews." That's why selling it is so very worth while. It gets the dealer the tobacco trade and holds it, too.

You're selling King George's Navy, of course?



Rock City Tobacco Co., Ltd.

TO OUR PATRONS
IN THE
MARITIME PROVINCES

We sell most everything advertised in the GROCER. Whether your requirements be large or small, get in touch with us. You will find that we are headquarters for:

TEAS and COFFEES
DRIED FRUIT
NUTS
SALMON
JAMS
RICE
CANNED GOODS

For immediate or future shipment. Let us quote you on your requirements, at rock bottom prices.

LAPORTE, MARTIN, Limitee
Wholesale Grocers

584 St. Paul St. West Montreal

ESTABLISHED 1870

Lower Provinces Representatives:

N. BOUTILLIER, Queen's Hotel, Halifax
For Nova Scotia and New Brunswick

ROGERS & ARNETT, Summerside
For Prince Edward Island

The "FULL WEIGHT" Brand

Only Selected Mature Haddock

Only Selected Mature Haddock

1-lb Tin contains 16 oz. net. **½-lb Tin contains 8 oz. net.**

A pound tin contains as much Fish without any waste and ready for use as a fresh fish weighing 3 pounds. Sold by leading Jobbers everywhere.

Packed only by

The Thistle Curing and Canning Co.

Arthur P. Tippet & Co., Agents, Montreal

SERVICE

WE are in a position to render exceptional service to manufacturers of high grade food products, desirous of extending their trade in the Maritime Provinces.

Angevine & McLauchlin

Manufacturers Salesmen

ST. JOHN, N.B. TRURO, N.S.

J. A. TILTON

Merchandise Broker

St. John, N. B.

Correspondence solicited in connection with agencies for the Maritime Provinces.

15 NORTH WHARF - ST. JOHN., N. B.

An Old Time Favorite

Everyone is ready to admit that when it came to the baking of delicious cakes, pies, puddings, etc., and the putting up of pickles, quinces, pears and other fruits, Grandmother took the prize.

Grandmother did her baking in tin kitchens set before the fire. Sometimes she baked a sponge cake in an iron kettle, browning the top with hot coals heaped on the lid. On baking day the kitchen was filled with delicious fragrance, because Grandmother made her cakes and pies with

Lantic
Old Fashioned Brown Sugar

This is the sugar that is arousing the interest of housewives all over the country.

Our big 24-sheet poster now appearing on the boards, supplemented with an extensive newspaper and magazine campaign is creating new sugar business and consequently making more profit for the dealer.

We have just issued a new edition of Grandmother's Recipes, a little cook book quoting over 80 old-time recipes, also giving instructions on how to keep old-fashioned Brown Sugar fresh and moist.

May we send you a copy?

Atlantic Sugar Refineries
Limited

Refinery: ST. JOHN, N.B. **Office: MONTREAL, QUE.**

Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is part of the Service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Cut out the coupon at the bottom of page, fill out and mail to us if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

MANUFACTURERS OF WOODEN PAILS

Could you please give names of manufacturers of wooden pails for pickled fish?—J. G. Robichaud, Shippegan, N.B.

Answer:—We would suggest that you get in touch with the Wm. Cane & Sons Co., Ltd., Newmarket, Ont., also Keenan Woodenware Co., Owen Sound, Ont., in regard to wooden pails for pickled fish. These firms state that they are prepared to manufacture these pails for you. In fact they have been doing this by the carload for different large packing houses, and will be pleased indeed to hear from you.

HANDLERS OF BLUEBERRIES

Will you kindly let me have the names of any commission merchants, canners or others in Toronto or Ottawa who handle blueberries?—M. E. Dougall, Garson Mine, Ont.

Answer:—The following wholesale fruit and commission merchants in Toronto would no doubt be interested in receiving the blueberries:

White & Co., cor. Front and Church Sts.; Peters, Duncan & Co., 88 Front St. E.; McBride Bros., 35 Church St.; H. J. Ash, Church St. Maybe a large retailer like R. Barron, Yonge St., Toronto, or F. Simpson & Sons, Yonge St., Toronto, would also be interested. They sell large quantities of blueberries every year.

In Ottawa we would refer you to J. Freedman and M. Gallagher & Son, also Geo. House & Co., and C. E. Plane & Co.

BUYERS OF USED PAPER BOXES

I would like the address of a buyer of used paper and cardboard boxes. Up to now we have been burning it all up. It seems that we could find someone that buys this stuff up as we have considerable.—Wm Patterson, c-o H. J. Dahl, Bashan, Alta.

Answer:—E. Pullan, Toronto, Ont.

THE NEW PACKING CORPORATION

Would you kindly give us the name of the corporation which has undertaken to amalgamate the Independent Packers at Chicago? We understand that their intention is to come into Canada. We have a small but compact little house here which it might be profitable for them to obtain.—Alex. Ames & Sons, Ltd., Sherbrooke, Que.

Answer:—The United States corporation interested in the amalgamation of independent packers is the Allied Packers Co., Inc. The company has been incorporated under the laws of the State of Delaware. The capital stock is $25,000,000 7 per cent. cumulative preferred stock and $250,000 shares of common stock with no par value. John A. Hawkinson is the head of the concern. It has included in the list the Matthews-Blackwell Co., of Canada.

ADDRESS OF SQUIRREL BRAND

We have noticed in several numbers of GROCER an advertisement of Squirrel Brand Peanut Butter. We would like to know the address of the manufacturers so as to get their prices for this goods, as we are anxious to purchase.—Jno. E. Lake, Fortune, Burin District, Newfoundland.

Answer:—The Canada Nut Co., Vancouver, is the manufacturer of Squirrel Brand Peanut Butter.

COUNTER CHECK BOOKS

Please let me know where I can get counter check books and price by the thousand.—Wm. Lavoie, Belle River, Ont.

Answer:—Would refer you to the McCaskey Systems, Ltd., Carlaw Ave., Toronto.

BUYERS OF PULPWOOD

Will you kindly give me the name of some manufacturer who will buy pulpwood?—Antoine Albert, Pelletier Mill, Que.

Answer:—Riordon Pulp & Paper Co., Montreal; E. B. Eddy Co., Hull, Canada; National Paper Co., Valleyfield, Que.; Brompton Pulp and Paper Co., East Angus, Que.; Wayagamack Pulp and Paper Co., Three Rivers, Que.

NO LICENSE REQUIRED FOR PATENT MEDICINE

As a subscriber to the CANADIAN GROCER we would like some information. Will you kindly advise us if it is necessary for us to have a license to sell patent medicines?

Answer:—No.

MANUFACTURERS OF ICE MACHINES

Please advise the names of manufacturers of ice machines and refrigerator plants suitable for restaurant use, a machine with a capacity of a half to one ton, and oblige.—The Medicine Hat Grocery Co., Ltd.

Answer.—W. A. Freeman Co., Hamilton, Ont.; Eureka Refrigerator Co., Owen Sound, Ont.; Wolf, Sayer & Heller, Inc., Montreal; Linde Canadian Refrigeration Co.. Montreal; Canadian Ice Machine Co., Chestnut St., Toronto.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers

INFORMATION WANTED

Date.....191..

Please give me information on the following: .....Name .....

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MARITIME EXPANSION

SIMMS BETTER BROOMS

Business sense—not sentiment—must dictate where your brooms shall be bought.

You would prefer a broom made in an up-to-date factory under ideal conditions to one made by the old-fashioned hap-hazard methods.

Simms Little Beauty broom is a Maritime Product you can be proud of. Little Beauty is the best medium-priced broom on the market to-day. It is six ounces lighter than the average broom. Let a woman hear you say that—she'll feel that you know something. Its full meaning will be apparent to her. That six ounces can make itself felt in a day's work; and when she's hot and tired, it feels like pounds.

The business end of the Little Beauty is full size—it covers the same ground as the heavier brooms. The bigness is where it ought to be, and the stock is strong, sharp and springy. It is designed to do the work and save the woman. The shoulder of the broom is strengthened with extra tension steel wire—it cannot loosen. And then the binding—four seams of the best flax. The broom is BUILT from the inside out—and BUILT from the outside in.

The handle is straight and perfectly balanced. Its smooth piano-finish makes it moisture-proof and it cannot get sticky or blister the hands.

Simms' **Better Brushes** are sold in Europe and all over the world. Abroad and at home they hold their own. In every little corner they are doing good work—chasing out the dirt and telling the tale of Eastern Canada's manufacturing success.

T.H. SIMMS & CO., Limited

Makers of Better Brushes and Better Brooms for 54 Years

ST. JOHN MONTREAL TORONTO LONDON

CHICKEN HADDIES

—the tastiest fish that ever came out of the Maritime Provinces

The people in the Maritime Provinces know good fish and Chicken Haddies are known amongst them as the tid-bit of the Atlantic.

You will make no mistake in putting in a stock of Chicken Haddies. They sell readily and bring them back for more.

Order from your wholesaler to-day.

Packed at Canso, N.S., by the

MARITIME FISH CORRORATION, Limited

Head Office and Sales Dept.
MONTREAL

Plants at
CANSO, N.S. and DIGBY, N.S.

Packers of the Celebrated Maple Leaf Canned Codfish Flakes

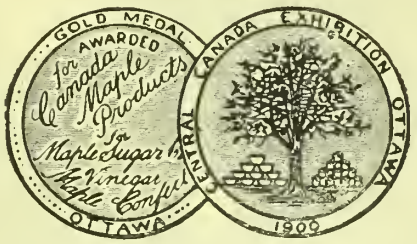
Packing department of Smalls Limited, Montreal. 70,000 sq. ft. of floor space, capacity 3 to 4 cars daily.

Established 1825

Gathering stations at many points in the Maple Syrup making belt of Canada and U.S.A.

Smalls food products have won highest awards in every quarter of the world including the Orient.

"THEY GRIN WHO WIN"



and the merchant may win and hold trade by sticking to, and carrying a stock of Small brands at all times.

FOLLOWING ARE CLUBS THAT ATTRACT

CLUB ORDER 1

1 case Turkish Delight, 20 lbs. Genuine Turkish.	$4.15
1 case A. D. Mints, 24 tins. "Snowflake Brand."	3.30
1 case Jolly Smacks, 16 lbs. Jelly squares.	2.65
1 case Smalls Smiles, 10 lbs. Kisses toffy.	2.35
1 case Maple Sugar, 96 10-lb. B. Standard, pure.	7.00
1 pail A. D. Mints, 12 lbs.	2.65
Total	$22.10

Delivered, freight paid, in Canada east of Sudbury.

CLUB ORDER 2

1 case Maple Syrup, 24 16-oz. B. "Standard, pure."	$8.25
1 case Pure Syrup, 12 32-oz. bottles. "Forest Cream Brand."	5.40
1 case Pure Syrup, 12 32-oz. bottles. "Canada First Brand."	4.35
1 case Molasses, 24 28-oz. tins. "Cooks' Friend" Baking.	4.20
1 case Pure Syrup, 6 180-oz. tins.	8.10
	$30.30

Delivered, freight paid, in Canada east of Sudbury.

CLUB ORDER 3

1 case Mapo-But, 24 tins. Forest Cream Brand.	$4.90
1 case Mapo-But, 24 2½-lb. tins. Forest Cream Brand.	10.00
1 case Mapo-But, 2 30-lb. pails. Forest Cream Brand.	9.70
1 case Nut-O-But, 24 tumblers. Forest Cream Brand.	5.10
1 case Choc-O-But, 24 tumblers	5.10
	$34.80

Delivered, freight paid, in Canada east of Sudbury.

The above assorted club orders have been carefully thought out, and from experience are judged to be highly seasonable. Choice Syrup and Baking Molasses in small packages, Forest Cream Sugar Butters, the ideal cake icing is also very delicious and economical used as a bread spread. Confectionery are all standard lines and warranted to withstand hot weather. If stocked with the above you are equipped to club into line all, from the most fastidious tourist to the humblest home kitchen or restaurant trade.

Terms: Merchant sending in two club orders at one time is entitled to one 10-lb. case Smalls Smiles as free sample. If three club orders, 1 25-lb. case. Shipments will be made direct to purchaser and charged to any jobber mentioned. If sending cash, which in some cases might hasten shipment, kindly mention your jobber that we may credit same with discounts. We have ten gentlemen salesmen in Canada whose only duty is to keep in close touch with retail and jobbing trade throughout the country, to assist same in adjusting and disposing of any stock that may be going slow, or for certain reasons may have gone wrong. Write for complete list.

SMALLS LIMITED
MONTREAL

A very effective window for encouraging the sale of fruits

New Brunswick Potato Outlook Good

Yield Expected to be Equal to Last Year—United States Market May be More Difficult to Enter—Price Tendencies Undefined

F. G. SCOTT, vice-president Hatfield & Scott, Ltd., Hartland, N.B. and Montreal, Quebec, stated to CANADIAN GROCER that there is a good prospect in the matter of yield for New Brunswick potatoes this year. While the acreage under crop is not available, Mr. Scott stated that there was probably as much acreage this year as there was in 1918, and with the prospect of as favorable a yield. The conditions have been favorable throughout the province, he stated, and there is particularly good promise in the heavier producing counties of New Brunswick. An abundance of moderate temperature needed and an average fall of rain, these had obtained this year with the desired development in growth and making it possible now to predict a heavy yield.

Uncertain Price Tendencies

At the present time it is impossible, Mr. Scott stated, to forecast probable prices for the coming crop. Last year, he estimated, there must have been 50 per cent. of the produced crop sent into the northern section of the United States adjacent to New Brunswick. The conditions had been most favorable under the special legislation passed by order-in-council, but it now looks as if this law under which potatoes have been sent into the United States duty free for the past year or more, will be repealed. So soon as this happens the duty will be reimposed and the result will cause the farmer to market in the United States on a competitive basis. He will simply have to stand the loss, or rather he will have to pay 33 1-3 duty chargeable or else market his product in Canada. This he will hardly be able to do as the market is not extensive enough.

It is problematical what prices will be for other reasons. The growing conditions are not clearly defined in the United States now, although Mr. Scott, after travelling for several weeks in the States, believes that the growing centres of the Southern States and Virginia are not producing a big crop. In fact conditions have not been too favorable and this is one reason for the comparatively high prices prevailing all season on imported potatoes.

Another factor is that of the production secured in Quebec and Ontario. If conditions are favorable here it will mean more competition and probably a lower basis of selling prices than that obtaining last year; otherwise the opposite, or fully maintained prices at least.

FAVORS RE-SALE PRICES

Renewed recommendation that manufacturers be permitted by law to fix and maintain re-sale prices, subject to review by a disinterested agency, was made by the Federal Trade Commission to-day in a special report to Congress. Existing laws, which have been interpreted by the Supreme Court in the case against Colgate & Co., and in other test cases, to prevent fixing of re-sale prices, should be amended, the commission believes, with a view to removing the present complexity in the business world, to promoting the present efficiency of manufacturing and commercial institutions and to serving the interests of the consuming public.

Under the commission's recommendation, first advanced in a report to Congress last December, manufacturers desiring to fix and maintain re-sale prices would file with an agency to be designated by Congress, descriptions of their articles, contracts of sale and the price schedules to be maintained. The disinterested agency would be charged with the duty, "upon complaint of any dealer or consumer or other party at interest," to review the terms of contracts and prices.

Grave Danger to all Associated Work

Any Work Not Respected is Bound to Fail—Conditions That Are Found to be Continent Wide

By HENRY JOHNSON, JR.

FOR upward of 35 years, Steele-Wedeles Co., jobbing grocers, of Chicago, have printed on the fly-leaf of their cost book a list of weaknesses common to salesmen, warning their men against them. Concluding, they say: "If any sins in this little register appeal to you for parentage don't hesitate to father them."

Likewise, I say to you now, my readers, that if any of the sins I detail here can be laid to your door, don't try to dodge. Face them out and correct them, for if you do not your work and effort will come to naught, and the consequences to you and your neighbors may be most disastrous.

Be Businesslike About Meetings

During the past six months it has been my fortune to attend meetings of grocers all over the continent. I can say that, with the single exception of those of the Boston association, not a single meeting has opened on schedule. Coming, as this experience did, on the heels of many months of meetings of four minute men, where we started at the drop of the gavel at 8 o'clock, and stopped on the dot at 10, the contrast was very striking.

The time commonly set for such gatherings is 8 o'clock, and I have made it a point of honor, also a token of respect to other attendants, to be on hand at 8 or before, never later. Sometimes I have found nobody there, but usually two or three arrive quite promptly, say at 8.10 to 8.15. Others stroll in at 8.20, 8.30, 8.40, and so on, until at about 8.45, the chairman says, "Well, I guess they are about all here now," and opens the meeting.

From then the late comers tend to drift in until around 9 o'clock—think of it. 9 o'clock for an 8 o'clock meeting! And it is to be noted that those who come so very late are likely to walk in with a kind of bravado. They seem to have a chip on their shoulder, challenging anyone to "call" them for being tardy.

As I have sat there among the waiters I have heard over and over again the comment, familiar from ocean to ocean, that "It's pretty hard to get 'em out in this town," "They don't stand together very well here," "Grocers here do not seem to 'take an interest' in their association," "It's hard to make them believe that it's to their interest to attend the meetings," "About the only way to get the crowd out here is to give a little feed," and so on. Listening thus, I have often wondered what is in the mind of a man who goes at 8.30 or 9 o'clock to an 8 o'clock meeting.

I wonder whether it ever occurs to him to consider how he insults the men whom he keeps waiting, and whether it ever comes to him to think that he has no right thus to transgress on the time of others.

Does he ever stop to figure that if ten men await his coming for 30 minutes they have given him five hours of their time; five hours time sacrificed to his dilatoriness? By what kind of right does he do this? How does he figure that his time is more valuable than theirs?

I have often wondered with what object such men go to meetings. Do they go their because they expect to derive benefit? If so, how do they expect to benefit from being present at only part of a meeting? If the subjects for discussion are of value how can such a man get a return for his evening if he only hears part of the discussion?

Sometimes such a man arrives after the entire subject has been gone over and discussion is active on the floor. He is interested, finds something more vital than evidently he anticipated, and asks such questions as result practically in the entire matter being gone over a second time, purely for his benefit and as a consequence of his discourtesy to his associates. On such occasions I have marvelled at the patience of the chairman and the rest who submit to a rehash of what they had heard by being on time.

Broken Promises

Another thing I have noted with much regret and some concern is the way in which grocers will agree to attend certain meetings and then disregard their agreement. Tell such men that a special meeting is to be held, indicate the scope of the subjects, point out their vital importance, and they seem interested. They ask the time and place, appear to be right on their toes and promise to come. Then they do not show up.

I wonder what men who break their words so easily, who become oblivious to their agreements so readily, have in their minds and what they expect to result from such treatment of their associations, their associates and the matter of grave concern to their business.

Gentlemen, this is a very serious matter. It is a very insidious menace to the business of every grocer. There is no doubt whatever that associated effort must come into the grocery business more generally and more seriously than it has hitherto, or changes disastrous to their business are liable to ensue, for certain things can only be done well when they are done together.

Look about at other lines of business. See how doctors, dentists, workers and professional people of all kinds band together for mutual benefit. See how our friends the mail order people associate and exchange information and helpfulness. Note the intimate and detailed information the dry goods people pass around among themselves. Why? Because they realize what we must realize if we are to survive, that there is more to be derived from co-operative effort than from competitive scrapping, and that the skilful competitor is a much better neighbor than an ignorant and clumsy one.

There is only one way to look at this. That is to be businesslike about it. If the association is worth your while at all, it is worth your businesslike care and attention. If association is to be of benefit it must be treated as respectfully as you treat your store. If you are to make the meetings valuable, you must be there just as promptly as you open your store in the morning.

Get to the meetings on time! Note that the men who are on time are the successful ones and join with them. If by any chance you are late walk in quietly, apologetically, for being late. Get the right slant on this: realize that you really owe an apology to those who are on time. If you find that your dilatoriness has cut you off from something you should have heard, do not presume on others' time and patience to ask fool questions and delay the progress of the meeting. You, the late one, are the culprit, not those who were on time!

If you individually will do your part be there on time, to get the meeting started on the hour set for it, to hold that anybody who asks questions he would not have to ask had he been on time is out of order, to treat the entire proceedings as serious matters, worth while and worthy of your most serious efforts and attention, if you will do this you will get much out of the meetings yourself and will get home at a reasonable hour. If something like this is not done the associations everywhere will continue to be looked upon as a sort of joke, and they will continue to deserve such an attitude.

Begin on time. End on time. Then worthwhile men will attend the meetings, the effort will bear fruit and associations will amount to something. It is astonishing what can be done in two hours of businesslike debate and discussion. Try it and see.

Now, therefore, if any of the sins mentioned herein appeal to you for parentage, as indicated in my first paragraph, don't hesitate to father them. Thus will you reform them. And remember the Boston Association with its fund of upward of $50,000, its own wholesale grocery doing $1,500,000 worth, and its own manufacturing bakery. Part of its performance is due to its habit of being businesslike and opening its meetings on the dot.

Price Changes of the War Period

The Startling Nature of Changes Outlined and the Basic Causes For Their Fluctuation Explained—Influences For and Against High Prices

From *The Financial Post*

A WAR that for four years has maintained practically the whole world as two armed camps, has engendered conditions in the commercial world equally unprecedented. New conditions of trade have arisen, and all the elaborately developed systems of communication, transportation and exchange have been altered and set asie by the crying needs of war. Yet there are many who are blind to these conditions, and can see nothing but a dollar with a painfully diminishing buying power.

The fact that the prime essential of life is food, and that the bulk of mankind are directly or indirectly concerned with the production of food, taken in conjunction with the fact that in these years tens of millions of men who have been producers of food have been withdrawn from that production, and have become a charge instead of a credit against the world's food stocks, has brought the food problem sharply to the fore.

Few Staple Foods

Canada is a producer of comparatively few necessary food lines, and those she does produce are lines that figure prominently in the rations of the armies in the field. Therefore Canada has had to compete on a world market basis for her own wheat and oats, hogs and cheese, and all their derivatives. To offer less than other markets were offering, was to see the product go elsewhere, so that even in products grown on her own land, and grown in superabundance for her own needs, Canada has bought on the basis of a world scantily supplied. Such conditions could not be changed save by the curtailment of outside markets. Such an instance occurred in the case of Java, where with millions of tons of sugar available, and with one season's crop following on a past season's crop still unmoved, sugar was offering at practically a third the price quoted by the International Sugar Commission, and with no buyers, for what profits cheap sugar that cannot be brought to market?

Geographical Position

Perhaps as much as anything else geographical position has had its effect on prices. Comparisons of the cost of living between Canada and the United States and other more distant countries are comparisons that prove nothing as far as charges of profiteering are concerned. Grade for grade, wheat and dressed cattle from Canada and the United States brought high premiums over the prices offered from Australia and Argentine. Not because of extra greed on the part of Canadian or American handlers, but because buyers were ready and anxious to pay a premium for stocks that could be delivered in seven to ten days, as opposed to stocks that required twenty-one to thirty days for delivery. The absolute urgent need for every available ounce of ship tonnage induced a condition where prices were not set on a basis of world stocks, but on world stocks readily available.

There were other factors too, notably the requisitioning of commercial shipping for the transport of troops and munitions that was and still is in a large degree responsible for high prices.

A Change of Markets

Another condition that has influenced prices is the change in market conditions as an actual outcome of war. Germany was one of the great sugar producing countries, and supplied enormous quantities to England and other European countries. That source of supply was, of course, shut off. The sugar beet areas of France and Belgium were in the path of marching armies as were also those of Italy, and the Eastern sugar markets were too far afield. The burden of supplying Europe, therefore, fell heavily on Cuba and the West Indian Islands, once more an enormous demand on a comparatively limited supply.

The Case of Coffee

Sometimes as in the case of coffee, prices have been held down by a heavy supply and a curtailed demand. Germany and Austria were, next to the United States, the great coffee consuming countries. For a period of four years the loss of these markets has meant serious conditions to the Brazilian planters, and only through prodigies of financing by the Brazilian Government has the foremost industry of that country been able to weather the gale. There are heavy stocks despite serious curtailments by frost, but with the promise of the early return of these markets, the planter, who has lived through four lean years, is in no mood to be moderate, so that at the present time there is an unprecedented bull movement on the primary markets that has sent coffee to heights that were not dreamed of during the war.

But perhaps the story can better be told by a comparison of prices as they were before the war, at the time of the signing of the armistice and now. These will be found in table A. Save in a few rare instances, the figures on these dates represent the high and low water mark of the trading of these years.

Strange Course of Cotton

Turning to the other essentials of life, clothing, the effect of war conditions are equally evident, though in some instances in a different form, for while people realized that food would play a large part in the war years, they failed to foresee the equally important part of cotton. Even the Governments, intent on war preparations, strangely enough, seemed blind for the time to its outstanding importance. With the closing of the cotton exchange at Liverpool, New York and New Orleans, on July 31, 1914, the future market ceased to ex-

TABLE A.
Movement of Grocery Lines During the War Years

Montreal Basis—	July 31,'14	Low.	High.	Armistice, Nov. 11,'18	Present July 18,'19
Sugar, granulated, 100 lbs.	$4.45	$4.45	$10.16	$9.50	$9.95
Flour, first patent	5.60	5.60	16.20	9.50- 9.80	11.00
Rolled oats, 90 lbs.	2.50- 2.65	2.50	5.15	4.95- 5.15	4.60- 5.00
Cornmeal, 98 lbs.	2.30- 2.45	2.30	6.40	6.00- 6.40	5.25- 5.50
Coffee, Santos	.22- .23	.22	.44	.29- .32	.42- .44
Tea, Ceylon and India Pekoe	.20- .22	.20	.56	.51- .55	.49- .56
Beans, hand picked	2.40- 2.50	2.40	11.00	7.20- 8.10	5.00- 5.60
Rice, Rangoon B	3.00	3.00	11.00	9.50- 9.80	10.75-11.00
Bran	23.00	23.00	44.25	38.25	44.75
Shorts	25.00	25.00	46.00	43.25	42.00-42.25
Hogs, dressed, abattoir killed	12.75-13.00	12.75	32.00	25.50-26.00	32.00
Bacon, breakfast	.18- .19	.18	.56	.44½- .44	.49- .56
Lard, tierces	.12	.12	.37½	.32	.37¼-.37½
Cheese, Stilton	.17	.17	.35	.30	.35
Butter, creamery	.26-.26½	.26	.66	.50	.55
Eggs, new-laid	.29	.29	.80	.70	.58
Fowl	.15- .16	.15	.39	.38	.36
Bananas	2.00- 2.50	2.50	6.75	4.00- 4.50	5.00- 6.75
Oranges, California	4.00	3.00	18.00	16.00-18.00	4.50- 6.00
Lemons	4.50- 5.00	2.50-3.50	13.00	9.00-13.00	6.00- 7.00
Potatoes	2.00- 2.25	1.25	4.50	2.00- 2.25	1.40
Cloves	.30- .35	.30	1.00	.75- .77	.45- .55

ist, and it looked to the cotton interests as though the end of all things had come. They were facing an unprecedented cotton yield of seventeen million bales with no buyers. American cotton mills could only touch the fringe of this immense production. Cotton that had been selling at 13 dropped steadily till it was selling below eight cents, nor was this the lowest. With no demand cotton still dropped.

War's Demand on Cotton

With the knowledge that the war was not a matter of a moment, but a test of years there came a clearer appreciation of the needs of war. Then there was the growing demand for gun cotton absorbent dressings, for aeroplane wings, for automobile tires, demands created by war. Gradually cotton recovered and began to climb, and has continued to climb with minor reverses ever since. Wool, too, has tripled in value during the war. War conditions produced a tremendous wastage and an enormously increased demand. Millions of men were clothed and fed better than they had ever been before, but at the cost of an increased demand that has meant high prices.

Hardware Lines

The movement of prices in hardware lines during the war was among the most spectacular, but they have most quickly shown the effects of changing condition and give indications of a return to normal.

The fluctuation in prices was largely a result of the war demand for iron and steel. This was a demand so insistent that it absorbed all margins and made necessary sharp curtailments in all products of which iron or steed were integral parts. The difficulties of distant markets, of raw materials, forced ropes and all similar lines to advance, and the scarcity of all oils drove paints and varnishes to prohibitive figures

The Future Prices

The question of future prices is a guess on which there may be a thousand variations of opinion. A judgment that no immediate decline is within the realms of possibility is borne out by the failure of most lines to decline since the signing of the armistice. With the exception of the goods that are dependent on the steel and iron industry, which has been the quickest to feel the backthrust of the war, prices have largely remained at armistice figures, or have advanced.

The price of sugar is set till next December, and even then with the sugar beet fields of Europe still unproducing there is little likelihood of sharp declines.

The setting of the price of the United States billion bushel wheat crop will have the effect of steadying all world markets for wheat. A billion bushel corn crop in the United States, if the harvest comes up to promise may be expected to reduce the price of corn products and should have a favorable effect on the prices of cattle and hogs. In other food commodities the difficulties of the freight situation are still a large element in prices. Till there can be a ready and free movement of raw material, till some measure of reserve stocks can be accumulated, there can be no sharp declines in prices.

As far as cotton goes, the enormous corn crop of the United States has been made at the expense of cotton. Cotton is a comparatively small yield and there is no residue from former years. Of wool there is apparently a moderately adequate supply but no more; with such conditions there is little likelihood of declines.

There are, however, some factors to be taken into account. An adverse exchange of very serious proportions means that Canada must pay a heavy premium for everything she buys abroad. There are high labor costs and high taxes and high rents. These are conditions not readily remedied. High taxes and high rents demand high wages, and high wages involve high rents and high prices. The world is tangled in a series of vicious circles that cannot be remedied in a day. It may be a generation before the world returns to normal. It may, indeed, never return to normal as it was four years ago. But with every passing day some move is made away from war conditions and consequently from the prices that were directly the result of war.

TABLE B.

Movement of Hardware Lines During the War Years.

	Aug. 1, '14	High.	Low.	Armistice, Nov. 11,'18	Present July 23,'19
Nails, wire, per lb.	2.25	5.50	2.25	5.50	4.70
Iron bar, 100 lbs.	2.00	5.25	2.00	5.25	4.00
Wrought iron pipe, blk., ⅜ in.	2.10	5.22	2.10	5.22	4.53
Do., galvanized, ⅜ in.	3.00	7.35	3.00	7.35	6.66
Sheet iron, blk.,100 lb., 25 gauge	2.70	8.50	2.70	8.50	6.00
Do., gal., 100 lb., 28 gauge	3.90	11.70	3.90	11.70	7.40
Rope, pure manilla, per lb.	15	.39	.15	.39	.34
Barb wire, 100 lbs.	2.35	6.25	2.35	6.25	6.25
White lead, 100 lbs.	8.55	17.80	8.55	17.80	16.35
Linseed oil, raw	.66	3.05	.66	1.77	3.05
Paint, ready mixed, per gal.	1.75	4.50	1.75	3.75	4.50
Turpentine, per gal.	.70	1.65	.70	1.02	1.65

TABLE C.

Movement of Sundry Staple Commodities During the War Years.

	July 31,'14	High.	Low.	Armistice, Nov. 11,'18	Present July 23,'19
Cotton, middling upland	12.50	40.00	5.00	30.05	36.05
Wool, washed fine	.29- .30	.75	.29	.65- .75	.65- .75
Wheat, No. 1 Northern, spot	1.04	2.24½	1.04	2.24½	.2.24½
Corn, cash, No. 2 yellow	.75-.75½	2.00	....	1.35	1.98- 2.00
Coal, anth'te, wholesale, net ton	7.90	13.00	7.90	9.40	10.30
Do., bituminous, net ton	5.60	10.50	5.60	5.60- 8.00	7.85

The value of display equipment in Adams Brothers' store, Lindsay, Ont.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

MARITIME

Carl R. Wolf, who had been employed with the P. McSweeney Co., Ltd., Moncton, before going overseas, returned recently and has taken over the retail grocery business in High Street, Moncton, lately conducted by H. M. O'Neill & Co.

The grocery business formerly conducted by P. T. Murphy, at 31 Spring Park Road, Charlottetown, P.E.I., has been sold to Fisher Bros. The two members of the firm are returned men with a fine record. Major Thomas Fisher went over as a private in 1914 and won promotion on the field. His brother, Sergeant Angus Fisher, also enlisted in 1914 and saw a great deal of service.

QUEBEC

M. Deschamps, grocer, Hull, is dead.

Joseph Leonard, grocer and hardware, Beauharnois, has suffered loss by fire. The loss was covered by insurance.

ONTARIO

John Snow, grocer and broker, Stirling, is dead.

T. S. Poole, St. Thomas, has sold to W. A. Day.

A. J. McTavish, grocer, Windsor, has sold to Jas. Adams.

Geo. W. Burgess, general merchant, Belleville, Ont., is dead.

H. Matthews, grocer, Toronto, has sold to W. Giddings.

John Saunders, grocer and meats, Hamilton, has sold out.

J. C. Little, general merchant, Rosseau, has sold out.

Herbert Matthews, grocer, Toronto, has sold out to Walter Giddings.

H. G. Walker, grocer, Toronto, has been succeeded by W. M. Smith.

Darwin Ostrosser, general merchant, Springfield, has sold to John I. Thompson.

Edward G. Glenfield, grocer, Toronto, has sold his branch store at 1054 Gerrard Street E., Toronto, to E. S. Webb.

Eugene Huot, who has conducted a business in Hawkesbury for the past fifteen years, has disposed of his store premises and stock to his uncle, J. Lapointe , of Montreal, who has taken possession. It is understood that Mr. Lapointe intends conducting a general store business.

According to the Ontario Gazette letters of incorporation have been granted to the Mayhew Co., Ltd., with head office in Ridgetown, to carry on the business of wholesale merchants. The company is capitalized at $75,000, divided into shares of $100 each. The incorporators are Fred Mayhew, wholesale merchant, Rachael Mayhew, married woman, Thomas Craig, merchant, Marion J. Middleditch, bookkeeper and J. W. Murphy, solicitor, all of the town of Ridgetown.

L. P. Corbeau, sales manager of the C. H. Catelli Co., has been in Toronto for a few days this week.

J. C. Trealor of the sales staff of the C. H. Catelli Co., is spending his holidays at Crystal Beach.

G. L. Scott, of the H. P. Eckardt Co., Toronto, has returned after spending a fortnight's vacation at Muskoka.

George Gracen Smith, for 35 years proprietor of a general store at Credit Forks, Peel County, died recently, aged 71 years, at the home of his son, Edgar Smith, 170 Vaughan Road, Toronto. Deceased had been a resident of Toronto for a year and a half. He is survived by two daughters and three sons.

Over $3,000 damage was done to the stables of Dietrich's bakery, Kitchener, Ont., when fire destroyed the entire upper portion of the building, burning a large quantity of hay and feed. The fire started in a space on the ground floor reserved for the oat chopping machine, and is believed to have been caused by a defective wire in the motor.

Letters patent have been issued, under the Ontario Companies' Act, of the Province of Ontario, on July 5, incorporating Arrow Sweets, Limited, to manufacture, buy, sell, and deal in all kinds of confectionery, candies, sweets, groceries, fruits, and other food products and beverages of whatsoever kind; to carry on a general confectionery and candy business; to operate a restaurant, cafe, cafeteria and lunch room, and to supply food or foods, beverages and confections to the public. The company is capitalized at forty thousand dollars. The head office will be in the City of Toronto.

A company, to be known as the Charlton & District Farmers' Co-operative Co., Limited, has been incorporated in Ontario for the following purposes: To manufacture, produce, grade, buy and sell all food products, groceries, dry goods, boots and shoes; to raise, produce, buy, sell and otherwise deal in cattle and all other kinds of livestock and poultry. The company is capitalized at ten thousand dollars, and its head office is in the town of Charlton.

PORT DALHOUSIE CIVIC HOLIDAY

Port Dalhousie, Ont., is to hold a big demonstration on Civic Holiday, August 4, when there will be a parade and programme of sports. The returned soldiers of the village will have a large part in it.

AUTOS COLLIDE

Herbert N. Cowan, president of the Cowan Chocolate Co., had a narrow escape from injury when the car in which he was driving was struck by another car and hurled against a telegraph pole. Both cars were considerably damaged but fortunately no serious injuries were sustained.

PIONEER MERCHANT PASSES

After a lingering illness of several months, A. M. MacLeay, one of the pioneers of Danville and Shipton, passed away recently, at the advanced age of 83 years. Although confined to the house, Mr. MacLeay was not a great sufferer.

The late Alexander Munro MacLeay was born in Ullapool, Rossshire, Scotland, and came to Canada with his parents at the age of 3 years. They settled in the township of Melbourne, Que.

He entered the employment of Foster & MacLeay as clerk in the general store at Richmond, at the age of thirteen, and worked with this firm for six years. At the age of nineteen he went to California and crossed the Isthmus of Panama on the first train to carry passengers. He remained in California for seven years and was engaged in gold mining. In the spring of 1862 he returned home on a visit. While here his brother, the late Roderick MacLeay, persuaded him to stay. A partnership was formed between the two brothers and they opened a general store at Castlebar, Que., under the firm name of R. and A. MacLeay. They also opened a second store in Danville. At the death of Roderick MacLeay, a new partnership was formed in 1872 under the name of A. MacLeay and Riddle Bros. This firm has been in existence and has conducted a successful business for 47 years, and the death of the senior partner was the first to take place.

RETAIL CLERKS MEET

Tom Mellalieu and James MacArthur Conner addressed a well-attended meeting of the Retail Clerks' Union, held recently in the Labor Temple, Toronto. This association has been organized some weeks and is adding to its ranks every week.

FRUIT TRUCK DEMOLISHED

The Ford motor truck of D. McGill, fruit dealer, Talbot street west, St. Thomas, Ont., was totally demolished recently, when struck by the Michigan Central passenger train. The accident occurred about two miles west of St. Thomas. Mr. McGill was delivering some fruit or groceries to the laborers and had to go up the track. Loose gravel had been put in between the rails and he was unable to get the car off the track. The train was approaching from behind rapidly and Mr. McGill narrowly escaped death or serious injury by jumping from the truck. The engine hit the truck from behind, completely wrecking

WELL-KNOWN MONTREAL BUSINESS MAN RETIRES

Alfred Joyce Disposes of Business After 58 Years of Active Work

After 58 years of continuous business in Montreal as a confectioner and candy maker, Alfred Joyce is retiring, and has disposed of the well-known business carried on by him on Phillips Square for the past forty years. The deeds were signed on Wednesday night, and from Monday next the place will be carried on by R. de Goroq, though the building will still remain the property of Mr. Joyce, who will also keep a private office there for his personal use.

In 1861, four years after coming here from England, Mr. Joyce started busienss in a little place on St. Catherine Street, on the site now occupied by the Orpheum theatre, the rent paid being ten dollars a month, which the neighbors thought was quite plenty for a one-storied building thirty feet wide. Three years later he built a place on the southwest corner of Phillips Square, this being the first commercial building erected at that time west of Bleury Street in that district. Pressure of business soon necessitated another move. The site of the present Birks building, then held by the Rev. Wm. Bond, (afterwards Archbishop Bond), some 5,000 square feet with a frontage of 85 feet, had cost the owner 24c a foot. In 1870 Mr. Joyce bought that site for $11,000, and twenty-two years later he sold it to Henry Birks for $50,000. In 1878, Mr. Joyce took the site on the south side of Phillips Square, the official address of which is 6 Cathcart Street, and has rounded off more than forty years on that spot, which, by its central position, has drawn customers from all points of the compass.

HANDLING COMPLAINTS

When complaints are made to you of goods or service, how do you handle them? Rudely or with the grace that will make out of the complaint a business builder? I believe a complaint handled properly can be made of great service to the store in so satisfying the customer that the treatment received will make for good will.

I saw a young man recently who was listening to an irate woman making a complaint. Instead of answering back and thus adding fuel to the flame, he listened until the lady had finished, and then tactfully called some one in authority, to whom he gave a synopsis of the complaint. In a few minutes the angry customer was smiling and a customer was saved. If the clerk had answered, or rather, argued with her, undoubtedly there would have been trouble. It pays to be tactful.

ONTARIO FARMERS MAY HAVE CO-OPERATIVE STORE IN PETERBOROUGH

Peterborough may be the fourth in the chain of distributing co-operative stores being opened by the United Farmers of Ontario.

T. P. Loblaw, the manager of the United Farmers' Co-operative Co., Toronto, outlined the plan to a large audience held in the Sons of England Hall, Peterborough recently. The meeting lasted well past midnight, and everybody seemed enthusiastic over the idea which is intended to eliminate the middleman's profit on staple products. The plan is to establish a chain of stores throughout the province, which in combination would have equal buying power with the large departmental stores, thus buying goods straight from the manufacturer without paying the wholesaler ten per cent. or whatever his ordinary percentage is. Three stores have already been established in Ontario and the movement is growing rapidly. One is doing business in Kingston, one in Seaforth and one is being organized in Cobourg. The organizer at Cobourg will, if sufficient funds are subscribed by the different U.F.O. clubs in this district, be asked to come to Peterborough and open a store. It is likely that a meeting of all the Farmers' Clubs in the district will be called soon to consider Mr. Loblaw's proposition.

At first the store would be nothing more than a general grocery store, but as the business became stronger a venture would be made in hardware, clothing and boots and shoes, and even motor car parts, gasoline and oils.

Contributions for the common cause were made by those present and a large sum collected. The farmers are very optimistic over the idea.

NEW YORK SAID TO BE BARE OF NUTS

Fred McBride, of the firm of John T. McBride, importers, Montreal, stated to CANADIAN GROCER that he had searched in New York for supplies of shelled almonds and could secure none. He reports that the primary importing centre is very bare of supplies, and that there are none to be had at any price. The same is true, Mr. McBride says, of No. 1 Spanish peanuts. He predicts that nuts in the shell will perhaps be unobtainable this fall, and that no matter what price is offered they will not be procurable.

In the matter of dried fruits, figs in particular, a good deal of re-exporting to Europe is now being done, it was further pointed out. The whole interest over there now seems to centre around export and dealers and jobbers and brokers are scouring the markets for supplies and buying freely at high prices.

READ THE BUYERS' GUIDE PAGE

There is always interesting and valuable market information on the Buyers' Market Guide page of CANADIAN GROCER. This is usually the second last in every issue. Retailers interested particularly in the market reports should not fail to read this page every week.

CATALOGUES and BOOKLETS

CANADA CYCLE AND MOTOR CO., LIMITED

The latest export catalogue just issued by the Canada Cycle and Motor Co., Ltd., of Weston, Ont., is handsomely printed on glazed paper and contains numerous illustrations of the roadsters and racers manufactured by the firm. A special section is devoted to a new brake with which the wheels are equipped and another section illustrates the crank brackets, frame rear uppers, front hubs, frame head connections, pedals, handle bars and saddles used on the various bicycles. Readers of HARDWARE AND METAL who are interested may obtain copies of the catalogue upon request.

NEW GOODS

The Maritime Cider Co. is a new firm that ha srecently started business in St. John, N.B. They are manufacturing the "B" brand of cider. It is put up in ten flavors, grape, cherry, apple, loganberry, raspberry, strawberry, cream, orange, blackberry, apricot and peach. Their trade mark is a tumbler with the letter "B" in red.

A new package of peanut butter is noticed on the market. A. P. Slade & Co., Ltd., Vancouver, B.C., are the packers.

The brand is Meadow Brook. The design, in shades of blue and green, is lithographed onto the can. This brand of peanut butter is offered in 1 lb. and 15 lb. tins. Illustration of the can is shown herewith.

NEWS FROM WESTERN CANADA

Western

E. M. Jones, Ranfurly, Alta., is reported sold to Percy Jardine.

Louis Krisel, grocer, Winnipeg, has been succeeded by E. Morris & Co.

J. S. Goodenough & Co., grocers, Kildonan West, have been succeeded by M. Lylott.

James McClay, for the past seven years proprietor of the Alameda, Sask. bakery and grocery, has sold out to T. A. Johnston, a returned soldier.

The picnic of the staff of the Weyburn grocery, Weyburn, Sask., and their friends to Brokenshell Park was a big event.

Prices Hughes, of Price Hughes, Regina, Sask., grocers, motored to Winnipeg with his family and spent a few days.

More than one hundred loaves of bread were entered in the Quaker oats baking contest at Saskatoon Exhibition. The fair board acted as judges.

After forty years in business as a general merchant, James Franks, of Wapella, Sask., has disposed of his business to Mr. Bragg of Gainsborough, Man. He expects to make British Columbia his new home.

The Ogema Trading Co., Ogema, Sask., conducted for some time by Comisaroff and Rosenblat, has changed hands, Messrs. Josephson and Lewis of Assiniboia having purchased same.

The Publicity Building, Prince Albert, Sask., has been taken over by S. Miller, of the Palace of Sweets, who will conduct a cash-and-carry market containing fruit store, grocery, meat shop, restaurant, lunch counter and ice cream parlor.

J. Fergus, who has been employed with T. M. McEwen, general merchant, Kindersly, has gone to Colonsay, where he has accepted a position.

Regina Trading Company, Regina, Sask., held their annual picnic at Regina Beach a few days ago, when upwards of 400 persons enjoyed the day at the lake side.

The Union Trading Company, Prince Albert, Sask., Harry Finkleman, proprietor, has purchased 60 feet on Central Avenue, opposite Ninth Street. He plans to erect one of the most modern departmental stores on this side.

The Rockyford Trading Co., Rockyford, Alta., changed hands last week, when Mr. Sangster, of Rosebud, purchased the business formerly managed by Enright and Lizotte, and intends to carry on both stores in Rockyford and Rosebud.

The general store and post office at Archive, Sask., of Walker and Brown was a complete loss when fire broke out in the store. The stock was valued at $3,500 and the building at $1,500. The building was owned by Mr. Elstrom of Moose Jaw. There was no insurance on the building, but about $2,500 was carried on the stock.

John Green, son of D. Green, of the Prince Albert Mineral Water Co., Prince Albert, Sask., returned recently to Montreal, where he is in charge of the office of the Seafoods Co., a firm which, under the direction of Major Hugh A. Green, has exported enormous quantities of fish to the Old Country. Mr. Green and his brother, Dan Green, have been in Prince Albert on a visit to their parents.

Prizes were donated by the following firms: H. G. Smith, Young Tom Soap Company, Bedding, Hardy Henry, Mr. Elworthy, Cameron and Heap, Robinson and Little, Smith Company of Winnipeg, Cameron, Wilson and Strathdee, Tooke Brothers, R. Henselwood, Monarch Overall Company, W. Neilson, Western Grocery, Ackerman, "Red" McPherson, Robin Hood Flour, Ritchie Limited, Ladies' Wear Ltd., Crescent Waist Co., Amherst Shoe Co., Regina Trading Co.

ASK REPRESENTATIVE OF RETAIL TRADE

The Manitoba Board of the Retail Merchants' Association of Canada has sent the following wire to Ottawa regarding appointment to Inland Trade Commission:

"Manitoba Executive Retail Merchants' Association of Canada respectfully request that a man with a full knowledge of the retail trade be one of the men appointed on the Inland Trade Commission which is recommended by the Cost of Living Committee."

ANNOUNCES MINIMUM WAGE FOR CLERKS

Saskatchewan Minimum Wage Board Sets Standard Wage

The Minimum Wage Board for Saskatchewan Wage Board announced recently that it had decided the minimum wage for retail stores for a 48-hour week. Beginners will receive $9.50 a week, with an increase of a dollar at the end of three and six months' service, and an increase of two dollars at the end of nine months, and at the end of one year they shall be deemed experienced and receive a minimum of $15. Other classifications will be decided in a week, and the new schedules will all become effective 30 days after the first publication in the Saskatchewan Gazette.

CATCHING THE ELUSIVE NICKEL

Reading the CANADIAN GROCER a few years ago, J. B. Merrick, general merchant at Macgregor, Manitoba, was tipped off to a method of catching nickels and dimes that has rewarded him handsomely ever since. Briefly, the suggestion was to place conspicuously on the counter where customers made their purchases a small glass show case containing three glass shelves for the display of chocolate bars, chewing gum, stick candy and samples of various other kinds of candy.

The "bait" is always ready, and so plentiful are the sales that the case is being constantly refilled. Women accompanied by children are especially prone to buy candies when the temptation is so coaxingly put before them.

The Merrick store, by the way, is somewhat unique in that there are only two departments maintained, namely, dry goods and groceries. The store stands on a prominent corner, and a side door enters into the grocery department which is in the rear of the dry goods section, separated from it by a wall, and connected by a broad archway. The side entrance prevents the carrying of eggs, butter and other commodities through the dry goods section, which at all times is kept fresh and attractive.

PROGRAM FOR INDUSTRIAL CONGRESS PROMISES WELL

Important List of Speakers for the Gathering at Calgary, Alta., August 13

The forthcoming industrial congress at Calgary, Canada, August 13, 14, and the tour by special trains commencing at Medicine Hat, Canada, on August 11, and concluding at Banff, in the Canadian Rockies, on August 17, will be an event of outstanding interest and importance. The list of speakers given below will afford some evidence of the unusual nature of the gathering.

The congress will place before its visitors data in relation to the natural resources and industries of Alberta and the Canadian West, with the object that serious consideration may be given the economic development of the trade of the Dominion, the extension of markets, Oriental and Pacific trade routes, and generally the whole phase of the Western era now dawning.

Addresses will be given by the following men of international reputation:

E. W. Beatty, president Canadian Pacific Railway Co.

Henry Ford.

John N. Willys, president Willys-Overland Co.

Augustus L. Searle, general manager Peavy Grain Co.

D. B. Hanna, president Canadian National Railways.

A. R. Erskine, president Studebaker Corporation.

Harold McCormick, president International Harvester Co.

Manufacturers' Co-operation Gets the Business

Western Merchants Turning to Those Manufacturers Who Help Their Sales—Stock Cut Service a Factor in Sales

NUMEROUS instances were discovered during a recent trip throughout Western Canada of merchants handling certain lines of goods purchased in the United States for the principal reason that manufacturers on that side of the line were furnishing them free or at a nominal cost with advertising matter and cuts that enabled them to quickly dispose of their stocks. There was strong criticism of Canadian manufacturers for their failure to render similar service.

There can be no doubt whatever that a very considerable amount of business is going out of Canada through failure to co-operate in this manner.

One of the problems that confronts the merchants of the West is their inability to secure cheap cuts with which to brighten up their advertising in the local newspapers. When, therefore, they are offered a cut service free, or at a very low cost in connection with some well-known brand of United States merchandise they are inclined to welcome it with open arms. Through failure to assist the merchants in like manner Canadian manufacturers are losing valuable opportunities to secure an extensive line of advertising in the country weeklies, which would cost them only the price of the cuts, and these may be used for unlimited periods.

Claims Interest Stops With Order

According to the Western Canadian merchants the interest of the manufacturer or wholesaler in this country stops when the traveller has turned in his order. With United States firms they have realized that by helping the dealer to promote his business and by helping him to sell his merchandise they are doing themselves a valuable service. In order to give this co-operation they are apparently willing to go to any lengths. The firm of Butler Bros, with branch offices in various parts of the States, supply a huge catalogue of illustrations from which their customers may order an unlimited supply of cuts with which to boost the Butler goods. These cuts are furnished at the nominal price of 15c each, instead of $1 or $1.50, which would approximate their cost from an engraving house in Canada. In addition they will print large posters for mailing, illustrated throughout and bearing the dealer's own advertising for $9.50 per thousand. That is provided his business amounts to $150 a month. Needless to say full advantage is taken of this offer by Western merchants.

The proprietor of a large general store at Gull Lake, Sask., stated that he handled a certain brand of American shoe in preference to Canadian lines for the reason that a very handsome cut service was furnished to him by this firm. He produced copies of his advertising in the local paper to show the striking typographical effect produced by these cuts. This firm, he said, also supplied colored slides for use on motion picture machines.

Perhaps the finest efforts towards co-operation in retail selling is that provided by the Star-Peerless Wall Paper Mills of Joliet, Ill. This firm has a house organ known as the Bulletin, which is published monthly and sent out to all dealers in Western Canada. It is beautifully printed in red and black, with an attractive cover design, and is devoted throughout to suggestions and plans for assisting the merchant to unload his stocks. In the June number of this publication there is set forth at great length the unique advertising features planned for 1920. A series of ten books of wall paper is proposed, and the article continues: "But the ten books are only one feature of the comprehensive plans we are making for next year. There are several unique new ideas, one in particular a striking novelty never before attempted in the wall paper industry.. All these things are already under way. In the July bulletin we will show you the whole box of surprises. In addition all of the present service will be continued, newspaper cuts, slides, ad copy, form letters, etc. Some of this service is furnished without cost to our trade. Some is furnished at cost. Our advertising promotes the dealer's business and his alone. It does not bear our name anywhere, nor any trade brand of ours. It advertises the dealer's store, helps sell his merchandise whether bought from us or other concerns, and creates good will, prestige and customers for the dealer. not for us. With a trade-marked brand a manufacturer could, if he were so short sighted. take his goods and trade mark away from the dealer after the merchant had expended his time and efforts in establishing them."

Elsewhere in the bulletin there is an article which refers to the educational window display supplied to merchants by this firm showing how wall paper is made.

Advertising Cuts Made a Friend

An Edmonton, Alta., merchant was induced to place an order with a certain hat company of Orange, N.J. What was his surprise when, in unpacking the shipment to find snugly tucked away in two of the hats a pair of very attractive cuts which he at once proceeded to use in his newspaper advertising. He was immediately won over by this unexpected effort in his interest, and has been doing business with this hat company ever since.

One might go on indefinitely telling of the many instances of this kind that are winning favor and business for Yankee concerns, but a final reference might be made to the excellent service provided by practically all the well-known implement manufacturers in the United States in the form of cuts and printed matter and advertising copy that is sent across to Canadian dealers. There are more implement cuts used in the country newspapers than any other kind.

BIG VICTORY STAMPEDE AT CALGARY

The time is quickly drawing near for the "Big Victory Stampede" to be held in Calgary, Alberta, Canada. The event will take place August 25 to 30 inclusive.

The finance committee of the affair, consisting of Patrick Burns, A. J. McLean, George Lane and A. E. Cross, widely known live stock men in both Canada and the United States, have personally guaranteed $100,000 for the organization and production of this celebration.

The officers of "the stampede" are not seeking any monetary gain through their efforts; in fact, all profits derived from the production will be divided among the Great War Veterans' Association, the Red Cross and the Salvation Army.

Guy Weadick, who organized and produced "The Stampede" in 1912, was engaged to attend to the obtaining of contestants and publicity and E. L. Richardson as manager of concessions and admissions. Mr. Weadick made a tour through California, Arizona, New and Old Mexico, Texas, Colorado, Wyoming and Montana to give the event publicity and gather the best exponents of cowboy sports in the world to have them compete in open contest for the $25,000 cash purses that will be paid.

B. C. FRUIT PROSPECTS GOOD

Increase in Apple Prospects by 20 Per Cent.—Small Fruits Plentiful and Have Been Very Profitable

Indications are for a 25 per cent. increase in the apple crop in British Columbia this season. The prospects for all fruits are exceptionally good, both for yield and quality. A call is being made for girls to pick tomatoes and other fruits and vegetables.

From the Hammond section comes the report that rail river boats and motor trucks are busy night and day moving the heavy strawberry, raspberry and cherry crops.

Money in Strawberries

Some recent prices have been received for small fruits in the province at Mission and Hatzig. A grower with three acres sold $6,400 worth of strawberries this season. Another with four acres netted over $3,000. Several holders with larger holdings have cleared over $20,000. Raspberry picking is now in full swing.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

WHERE changes are noted in the general list of grocery commodities this week, in almost every instance the change is towards higher quotations. The markets are very strong and a growing scarcity of some lines is increasing prices very high. Rices are up again and rolled oats and cornmeal show advances. Sugar is in very heavy demand, and wholesalers are experiencing difficulty in securing supplies.

MONTREAL—Advances for the week in grocery markets apply to various feeds. Bran and shorts are on a decidedly nominal basis and some high prices have been secured for supplies, the offerings being very small. Gluten feed also is advanced and pure grain moullie. The cereal markets are very firm and one line of package cornmeal has been advanced by one jobber. The sugar market is firm without change and the movement is a heavy one. Beans may advance. Brazil nuts are up 5c a pound in one quarter. Prunes will likely go higher soon and teas are still held, but the tendencies are upward. Spices are very firm and are big sellers. Cocoas are marked up. Interest centres around the Government control of the coming wheat crop, and this will be conducted under what is known as the Australian plan, the farmer getting $1.75 per bushel and any additional amount received through sale by the Government-appointed Commissioner in pooled selling. Grains are up again, some vegetables are down, while flaxseed, curry powder, stove dressing in liquid form and turpentine are all higher.

TORONTO—Stocks of sugar among the wholesale houses are low. Refineries are away behind in their orders but they state that there is no actual suffering as a result of any shortage. The distribution has been larger than last year, and refiners believe that there will be ample to carry the people through the preserving season. The marine strike, and also the heavy requirements for export account, have interfered with the output of some of the refineries.

Few changes are noted in the price lists this week, but where any have occurred they have been in the upward direction. Rices have risen again to new high levels. The scarcity of rice is very pronounced. Tapioca, too, is higher, Singapore tapioca selling as high as 14½ cents per pound. Rolled oats are soaring, the advance in the price of milling oats being responsible. Cornmeal and corn flour are also higher. Teas and coffees are at strong prices, and new advances are not unlikely. Stocks of teas are becoming low, and any new buying must necessarily be at high figures. Fine teas have been pretty well cleaned out. Spices are holding steady at recent advances. Nuts are firm. Advices received by importers show high quotations on French walnuts. Cocoanut has advanced two cents per pound. Canned goods are in light supply, several lines being cleaned right out. Dried fruits are scarce in some kinds. Grecian currants are arriving now, but prices will be high. No prices have as yet been named on California raisins of the new crop, but indications point to higher figures.

In the produce lines the feature of the week has been the decline in cheese to 25 cents per pound, f.o.b. Montreal. Butter is firm. Eggs are higher, and the demand is being partly met by American eggs. Live hogs continue at record figures, and pork and all pork products are very strong.

WINNIPEG—United States pack of canned goods, particularly tomatoes and corn, have been purchased to supply the heavy Western demand. At high prices beans look to be the cheapest staple food. New prices on dried fruits named by Association are higher than previously named prices by independents. Trade is much disappointed. Rice becoming very scarce and prices are higher. Shortage of sugar during past weeks. Fresh fruits and vegetables in good supply.

QUEBEC MARKETS

MONTREAL, July 31—Cereals and feeds feature among the commodities showing advances on the Montreal markets this week. Cornmeal has increased in price and quotations on rolled oats are very firm. There is a heavy demand for sugar, but the market is unchanged.

Flaxseed, Curry Powder, Polishes Up

Montreal.

VARIOUS LINES—Advanced prices are in effect for flax seed, the increase being 6c. per lb. to 17c. Curry Powder in 4 oz. bottles is quoted at $1.99 per doz. Nonsuch liquid stove dressing is marrked up in one quarter 20c. per doz. to $1.40. Turpentine in 1 oz. bottles is advanced from 45c. to 75c. per doz. and from 80c. to $1.10 for the 2 oz. size.

Will Be Sugar To Meet Needs

Montreal.

SUGAR—The best news of the week is that given out by refiners that there will be ample sugar to meet the needs of the Canadian trade. They are working to capacity to meet the requirements and the refined product is going to the trade regularly and raws are being melted freely. The undertone is a particularly strong one for it is pointed out that supplies over and above the allotments of the Sugar Commission required by the various refiners have been purchased at advanced prices for raws. This means that refiners are operating at more or less disadvantage from costing standpoint. Whether increases of price will be made is not clear at this time.

Atlantic Sugar Company, extra granulated sugars, 100 lbs.	9 95
Acadia Sugar Refinery, extra granulated	9 95
St. Lawrence Sugar Refinery	9 95
Canada Sugar Refinery	9 95
Dominion Sugar Co., Ltd., crystal granulated	- 9 95
Icing, barrels	10 15- 10 30
Icing, 25-lb. boxes	10 55- 10 70
Icing, 50-lb. boxes	10 35- 10 50
Do., 1-lb.	- 11 05
Yellow, No. 1	9 75- 9 55
Yellow, No. 2 (Golden)	9 45- 9 55
Yellow, No. 3	9 35- 9 45
Powdered, barrels	10 05- 10 20
Powdered, 50s	10 15- 10 50
Powdered, 25s	10 35- 10 60
Cubes and Dice (asst tea), 100-lb. bxs.	10 55-10 65
Do., 50-lb. boxes	10 65- 10 75
Do., 25-lb. boxes	10 85- 10 95
Do., 2-lb. pack.	11 95- 12 05
Paris lumps, barrels	- 10 55
Paris lumps (100 lbs.)	0 10 65
Paris lumps (50-lb. boxes)	- 10 75
Paris lumps (25-lb. boxes)	- 10 95
Paris lumps (cartons, 5-lb.)	- 11 70
Do., (cartons, 2-lb.)	- 12 45
Crystal diamonds, barrels	- 10 55
Crystal diamonds (boxes 100 lbs.)	- 10 65
Crystal diamonds (50-lb. boxes)	- 10 75
Crystal diamonds (25-lb. boxes)	- 10 95

More Canned Goods Would Find Market

Montreal.

CANNED GOODS.—Distribution of supplies has been maintained regularly so that there is little surplus here. The usual reply to enquiries made by CANADIAN GROCER is that far more canned goods could be exported if they were to be had. Price tendencies are very firm and any changes to be made will record advances in all probability.

Canned Fruits—		
Apples, 2½s, doz.	1 40	1 65
Do., 3s, doz.	1 80	1 95
Do., gallons, doz.	....	5 25
Blueberries, 2s	....	2 40
Currants, black, 2s, doz.	....	4 00
Do., gallons, doz.	....	13 00
Cherries, red, pitted, doz.	2 90	3 20
Gooseberries, 2s, doz.	....	3 00
Do., 2s (pails)	2 77½	2 80
Peaches, 20 oz., doz.	....	....
Do., No. 2	2 80	3 00
Do., 2½ (best)	3 75	4 00
Pears, 2s	2 50	2 90
Do., 2½s	....	3 25
Do., 2s (light syrup)	....	1 90
Pineapples (grated and sliced), 2s	....	3 60
Do., 2½s	....	4 50
Plums—Lombard	2 00	2 20
Gages, Green, 2s	....	2 45
Do. (light syrup, 2s	....	2 00
Raspberries, 2s	4 00	4 25
Do., 2½s	....	2 60
Strawberry, 2s	....	4 50
Canned Vegetables—		
Asparagus (Amer.) mammoth green, doz.	....	5 75
Asparagus, imported (2½s)	4 85	5 25
Beans, Golden Wax	1 95	2 00
Beans, Refugee	....	1 75
Beets, new sliced, 2-lb.	....	0 95
Corn (2s)	2 10	2 35
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 25	7 50
Spinach, 3s	....	2 85
Spinach, California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Tomatoes, 1s	0 95	1 00
Tomatoes, 2s	....	1 50
Tomatoes, 2½s	....	2 10
Tomatoes, 3s	1,95	2 10
Tomatoes, gallons	6 00	7 62½
Pumpkin, 2½'s (doz.)	....	1 10
Pumpkins, gallons (doz.)	....	3 25
Peas, standards	1 45	1 55
Peas, early June	1 60	1 67½
Peas, extra fine, 2s	2 30	2 40
Do., fancy, 20 oz.	....	1 57½
Potatoes, Can. sweet, 2½-lb tins	...	...
Do., 2-lb. tins	....	2 75
Olives (in bls. 49 wine gals.), gal.	....	1 35
Canned Fish—		
Salmon—		
Chums, 1-lb. talls	....	1 90
Do., ½s, flat	....	1 00
1 lb. talls, cases 4 doz., per doz.	4 50	4 80
Pinks, 1-lb. flat	....	2 25
Pinks, 1-lb. talls	2 60	2 75
Pale, ½-lb., doz.	....	1 87½
Pale, 1 lb., doz.	....	2 37½
Pinks, ¼-lb., doz.	....	1 62½
Cohoes, 1-lb. talls	....	3 75
Cohoes, 1-lb. flats	....	2 25
Cohoes, ½ lbs., flat	....	1 75
Red Springs, 1-lb. talls	4 00	4 60
Red Springs, ½ lb.	....	2 45
White Springs (1s)	....	2 30
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	....	2 25
Labrador salmon, 1-lb. flat	....	3 60
Pilchards, 1-lb. talls	1 90	2 00
Whale Steak, 1-lb. flat	....	1 90
Herrings, kippers, dz. (4 dz. case)	....	2 25
Herrings (tomato sauce), doz.	2 25	2 50
Haddies (lunch) (¼-lb.)	....	1 00
Haddies, chicken (4 doz. to case), doz.	2 25	2 35
Canadian sardines (case)	6 25	6 75
Norwegian sardines, per case of 100 (¼s)	....	25 00
Oysters (Canned)—		
5 oz., doz.	....	2 60
10 oz., doz.	....	4 20
Lobsters, ¼-lb., doz.	....	3 25
Do., ½-lb. tins, doz.	....	5 10
Do., 1-lb. talls	....	8 25
Do., ¾-lb., doz.	....	6 00
Do., 1-lb. flats	....	8 25
Lobster paste, ½-lb. tins	....	3 50
Sardines (Amer. Norweg'n style)	....	14 50
Sardines (gen. Norwegian)	....	25 00
Sardines—Canadian brands (as to quality), case	6 25	17 50
Sardines, French	....	32 00
Scallops, 1-lb., doz.	....	3 25
Do., Eastern trade	....	2 65
Do., Winnipeg and Western	....	2 85
Scotch Snack, No. 2, doz.	....	4 50
Shrimps, No. 1	2 25	2 50
Crabs, No. 1 (cs 4 doz.)	....	6 75
Crab meat (Japanese), doz.	....	6 50
Clams (river) (1 lb.), doz.	....	1 90
Scotch Snack, No. 1, dz., Montreal	....	2 50

Beans Are Strong And May Go Higher

Montreal.

BEANS.—That the present prices are considered a low level for best grades is shown by the sales of round lots at close on $5 per bushel last week. The undertone is steadily firm but the market quotations still hold.

Canadian, hand-picked, bush.	5 00	5 60
British Columbia	....	5 00
Brown Beans	3 50	4 00
Japanese	4 50	4 60
Yellow Eyes	....	5 50
Lima, per lb. (as to quality)	0 10	0 12
Kidney beans	6 00	6 50
Peas, white soup, per bushel	3 25	3 50
Peas, split, new crop (98 lbs.)	....	6 50
Peas (blue)	0 08	0 09

Brazil Nuts Higher; All Kinds Firm

Montreal.

NUTS.—Advanced prices are in effect by one jobber on brazil nuts, and the high quotation is 29c per pound. All lines are holding firm even though the demand is seasonably quiet. The probability of advances being made on various varieties is a strong one and these will come, if not sooner, once the demand increases.

Almonds, per lb.	....	0 28
Almonds (shelled)	0 57	0 60
Almonds (Jordan)	....	0 70
Brazil nuts (new)	0 25	0 29
Brazil nuts (medium)	0 15	0 17
Filberts (Sicily), per lb.	0 27½	0 31
Filberts, Barcelona	0 26½	0 30
Hickory nuts (large and small), lb.	0 10	0 15
Pecans (new Jumbo), per lb.	0 32	0 35
Peanuts—		
Jumbo	0 20	0 23
Fancy	0 16	0 17
Extras	0 12	0 14
Shelled, No. 1, Spanish	0 20	0 21
Salted Spanish, per lb.	0 25	0 26
Shelled, No. 1 Virginia	0 16½	0 18
Do., No. 2	....	0 14
Peanuts (salted)—		
Fancy wholes, per lb.	....	0 38
Fancy splits, per lb.	....	0 33
Pecans (new Jumbo), per lb.	0 32	0 35
Pecans, large, No. 2, polished	0 32	0 35
Pecans, New Orleans, No. 2	0 21	0 24
Pecans, "paper shell," extra large Jumbo	....	0 60
Walnuts (Grenoble)	0 29	0 35
Walnuts (new Naples)	0 23	0 25
Walnuts (shelled)	0 78	0 80
Walnuts (Spanish)	0 30	0 33

Note—Jobbers sometimes make an added charge to above prices for broken lots.

Raisins Received; Prunes Sold Higher

Montreal.

DRIED FRUITS.—Advances in prunes have been made at United States points and the increases over opening contract figures were around 2½ cents per pound. These will be high in this market this fall, without any question, and supplies may be difficult to obtain. Some Muscatel raisins were received this week by one jobber, and the two-crown are selling at 16 cents per pound, and the three-crown loose at 17c.

Apricots, slabs	....	0 25
Apples (evaporated)	....	0 22
Peaches (fancy)	....	0 27
Faced	0 19	0 20
Choice	0 20	0 24

Extra choice	0 21	0 24
12 oz., per pkge.	0 16	0 18
Pears	....	0 25
Drained Peels (old)—		
Citron	....	0 45
Lemon	....	0 36
Raisins—		
Bulk, 25-lb. boxes, lb.	0 18	0 20
Muscatels, 2 crown	....	0 16
Do., 3 crown	....	0 17
Cal. seedless, cartons, 16 oz.	0 17	0 19
Choice seeded, 12 oz.	....	0 12
Fancy seeded, 16 oz. pkge.	....	0 14
15 oz.	....	0 17
11 oz.	....	0 13
Choice seeded, 15 oz.	....	0 16
Seedless, 11 oz. pkge.	....	0 14
Currants, old pack, 15 oz.	0 27½	0 28
Currants (Amarites), loose	....	0 27½
Dates, Excelsior, per case (36-10s)	....	6 50
Packages only	0 19	0 20
Do., Dromedary (36-10 oz.)	....	7 75
Packages only, Excelsior	....	0 20
Do., Dromedary	....	0 22
Figs (layer), 10-lb. boxes	2 60	3 00
Figs, white (70 4-oz. boxes)	....	5 40
Do. (28 8-oz. boxes)	....	3 50
Do. (12 10-oz. boxes)	....	2 20
Figs, Spanish (cooking), 22-lb. boxes	....	0 14
Prunes (25-lb. boxes)—		
30-40s	....	0 32
60-70s	....	0 25
70-80s (25-lb. box)	....	0 22
80-90s	....	0 19
90-100s	0 15	0 17
100-120s	....	0 14
Peels—		
Orange	....	0 37
Cut mixed (1-lb. cartons), doz.	4 10	4 80
In 36 lb. case	....	12 75
Cut, 10-lb. boxes (lb.)	....	0 48

Locally Rice Held; Shipping Difficult

Montreal.

RICE.—There has been a steadily held basis here on rice, but no quotable change. Best grades are particularly firm and will, it is expected, continue to be firm. Advances will not be any surprise. In the States the marine strike has somewhat beclouded the situation as far as movement of supplies is concerned and the situation is holding firm.

Ice Drips—Japan (per 100 lbs.)	....	13 60
Carolina	....	15 00
Honduras	....	15 00
Siam, No. 2	....	11 00
Siam (fancy)	....	12 00
Rangoon "B"	10 75	11 00
Rangoon CC	10 50	10 75
Mandarin	....	11 75
Pakling	....	11 00
Broken rice	....	7 00
Tapioca, per lb. (seed)	....	0 12
Tapioca (pearl)	0 12	0 12½
Tapioca, per lb. (seed)	0 12	0 12½

No Syrup Change But Firm Undertone

Montreal.

SYRUPS AND MOLASSES.—There has been a steady sale for corn syrups, and this is perhaps due to the preserving season having become more active. Just how long the new basis will hold depends upon the price of corn, which is steadily reaching new high levels. Molasses is rather quiet and in unchanged from a price standpoint.

Corn Syrups—		
Barrels, about 700 lbs., per lb.	....	0 08¼
Half bbls.	....	0 08½
Kegs	....	0 08¾
2-lb. tins, 2 doz. in case, case	....	5 45
5-lb. tins, 1 doz. in case, case	....	6 05
10-lb. tins, ½ doz. in case, case	....	5 75
20-lb. tins, ¼ doz. in case, case	....	5 70
2-gal. 25-lb. pails, each	....	2 60
3-gal. 38½-lb. pails, each	....	3 85
5-gal. 65-lb. pails, each	....	6 25
White Corn Syrup—		
2-lb. tins, 3 doz. in case, case	....	5 95
5-lb. tins, 1 doz. in case, case	....	6 55
10-lb. tins, ½ doz. in case, case	....	6 25
20-lb. tins, ¼ doz. in case, case	....	6 20
Cane Syrup (Crystal) Diamond—		
2-lb. tins, 2 doz. in case, per case	....	7 00
Barrels, per 100 lbs.	....	9 75
Half barrels, per 100 lbs.	....	10 00
Glucose, 5-lb. cans (case)	....	4 80

	Prices for Island	Prices for Montreal
Barbadoes Molasses—		
Puncheons	0 98	1 03
Barrels	1 01	1 06
Half barrels	1 03	1 08
Antigua Molasses—		
Puncheons 6	....	0 95
Barrels	....	0 98

Note—Prices on molasses to outside points average about 3c per gallon less.

Maple Products Marking Time

Montreal.

MAPLE PRODUCTS, HONEY.—Little interest surrounds the market for maple sugar and syrup. There is no reduction of price and supplies are held on a firm basis. Honey is somewhat quiet from the standpoint of demand, and the basis is unchanged. New crop should be coming to hnad at once and the price basis will probably be no lower.

Maple Syrup—		
13½-lb. tins (each) (nominal)	2 50	2 60
10-lb. cans, 6 in case, per case	15 10	20 15
5-lb. cans, 12 in case, per case	17 10	21 05
2½-lb. cans, 24 in case, per case	18 50	21 30
Maple Sugar (nominal), small lots	0 27	0 32
Honey, Clover—		
Comb (fancy)	....	0 30
Comb (No. 1)	....	0 28
In tins, 60 ibs., per lb.	....	0 26
30-lb pails	....	0 27
10-lb. pails	....	0 28
5-lb. pails	....	0 28
Buckwheat, 6-lb. tins., lb.	0 19	0 20

Spices Big Sellers And Very Firm

Montreal.

SPICES.—A big sale is secured for spices, and the undertone is a very firm one. The undertone is particularly a strong one on white pepper. Gingers continue to be strong. The whole situation is firm and the movement very active to the trade.

Allspice	0 20	0 22
Cassia (pure)	0 32	0 35
Cinnamon—		
Rolls	....	0 55
Pure ground	0 35	0 40
Cloves	0 45	0 55
Cream of tartar (French pure)	0 85	0 90
American high test	0 80	0 85
Ginger	0 28	0 38
Ginger (Cochin or Jamaica)	....	0 30
Mace	0 80	1 00
Mixed spice	0 30	0 32
Nutmegs, whole	0 60	0 70
Do., ground	0 60	0 65
Pepper, black	0 38	0 40
Pepper, white	0 50	0 55
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 27
Paprika	0 65	0 70
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	....	1 30
Cardamon seed, per lb., bulk	....	2 00
Carraway (nominal)	0 75	0 80
Cinnnamon, China, lb.	....	0 30
Cinnamon, per lb.	....	0 35
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Shredded cocoanut, in pails	0 21	0 28
Pimento, whole	0 20	0 22

For spices packed in cartons add 3½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

Steady Increases On Import Teas

Montreal.

TEAS.—Import prices on teas are steadily rising. Latest cables are stronger than the last, and this means that prices to the trade are bound to be high and they will perhaps advance without much definite forecast. In the meantime there has been a seasonable amount of trading and supplies are adequate at this time to meet trade needs.

Pekoe, Souchongs, per lb.	0 45	0 47
Pekoes, per lb.	0 49	0 52
Orange Pekoes	0 53	0 55
Japan Teas—		
Choice (to medium)	0 65	0 75
Early picking	0 65	0 70
Javas—		
Pekoes	0 39	0 41
Orange Pekoes	0 44	0 47
Broken Orange Pekoes	0 40	0 43

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Cocoa Advances; Coffee Steady

Montreal.

COFFEE, COCOA.—While the market has changed somewhat on futures in the States, quotations being somewhat reduced, the spot situation is fairly well maintained. The present basis is an unchanged one, and supplies are reaching the consumer regularly and the trade is buying with regularity. Cocoa is higher in price and new quotataions for the various sizes are as follows: In one pound packages, per dozen, $5.25; half pounds, $2.75; quarter pounds, $1.45, and 10c, $1.10.

Coffee—		
Bogotas, lb.	0 43	0 45
Jamaica, lb.	0 38	0 41
Maracaibo, lb.	0 38	0 42
Mocha (types)	0 42	0 45
Mexican, lb.	0 42	0 44
Rio, lb.	0 36½	0 38½
Santos, Bourbon, lb.	0 43	0 45
Santos, lb.	0 42	0 44
Cocoa—		
In 1-lbs., per doz.	....	5 25
In ½-lbs., per doz.	....	2 75
In ¼-lbs., per doz.	....	1 45
In 10s size, per doz.	....	1 10

Cereals Are Firm Without Change

Montreal.

CEREALS.—The undertone of both cornmeal and oatmeal and rolled oats are firm under advancing grain markets. Prices will probably firm if the upward trend continues. In the meantime there is a seasonable demand for these commodities and the supplies are ample to meet the trade needs. Package goods are popular and steady sellers, with the supply somewhat curtailed.

Self-raising Flour—		
3-lb. pkgs., doz.	....	2 90
6-lb. pkgs., doz.	....	5 70
Cornmeal, Gold Dust	....	6 00
Barley, pearl	5 75	6 00
Barley, Pot, 98 lbs.	5 00	5 25
Barley (roasted)	....	7 50
Buckwheat flour, 98 lbs.	5 50	6 00
Cornflour, white	....	6 00
Rice flour	8 75	9 00
Hominy grits, 98 lbs.	5 75	6 00
Hominy, pearl, 98 lbs.	6 50	7 25
Graham flour	5 75	5 90
Oatmeal (standard - granulated and fine)	....	5 75
Oatmeal, fine cut, in pkgs., c/s	....	4 60
Peas, Canadian, boiling, bush.	4 00	5 50
Split peas (per 98 lbs)	6 00	6 50
Rolled oats, 90-lb. bags	5 00	5 25
Rolled oats (family pack,), cvase	....	5 60
Rolled oats (small size), case	....	2 00
Oat flakes (case 20 pkgs.)	....	5 30
Rolled wheat (100-lb. bbls.)	7 10	8 00
Porridge Wheat—		
Packages, 36 in case	....	6 00
Packages, 20 in case (family pack.)	....	5 80
Puffed wheat, c/s	....	4 25
Wheat Food, 18, 1½s	....	3 25
Tapioca flour, lb.	0 15	0 16

Government Will Control Wheat Price

Montreal.

FLOUR.—The announcement made that the Government will adopt the Aus-

tralian plan of controlling wheat prices or selling, comes as a solution to the uncertain tendencies regarding prices to be paid for this season's wheat. At $1.75 per bushel the farmer knows that he will receive a definite sum, and it will just depend upon the circumstances of trading by the Government's Grain Commissioner how much more he receives when the pooled supplies are disposed of. Just what the immediate effect will be on flour prices is not figured out by the millers. In the meantime trading has been suspended on the Winnipeg Grain Exchange and probably this will be closed indefinitely.

Standard Wheat Flours—		
Straight or mixed cars, 50,000 lbs. on track, per bbl., in (2) jute bags, 98 lbs.	....	11 00
Per bbl., in (2) cotton bags, 98 lbs.	....	11 15
Small lots, per bbl. (2) jute bags, 98 lbs.	....	11 30
Winter wheat flour (bbl.)	11 00	11 50

Gluten Feed Higher; Pure Moullie, Too

Montreal.

FEEDS.—Prices have advanced on most feeds. This applies to bran and shorts, for while the quotable basis holds unchanged, dealers have secured increased prices for their offerings and shorts have sold for well around $45 per ton and bran at near this figure or more. The quotations are advanced on gluten feed to $56.50 and $55 per ton respectively at Cardinal and Fort William. Pure grain moullie is also firming and may have a higher range than that now obtaining, but the spread below covers the cost.

Feeds—		
Shorts—		
Mixed cars	....	44 25
Bran—		
Mixed cars	42 00	42 25
Crushed oats	60 00	68 00
Barley chop	60 00	70 00
Special, middlings	....	56 00
Feed flour (98 lbs. sack)	3 50	3 75
Gluten Feed (22% Protein)—		
F.O.B. Cardinal	....	56 50
F.O.B. Fort William	....	55 00

Plums Are Less; Watermelons, Too

Montreal.

FRUITS.—Lower prices have been recorded for plums and the box quotation is now $3.25. Watermelons are also less, the present price being 50 to 75 cents apiece. Pineapples are very scarce and few are to be had. The citrus market is unchanged and supplies are ample to meet needs.

Apples—		
Baskets	....	3 50
Apricots, box	....	3 25
Bananas (as to grade), bunch	5 00	6 00
Cherries (California) (large)	....	2 10
Cocoanuts, bag	....	9 00
Canteloupes (size 35-45)	....	5 50
Grapefruit (fancy Porto Rico)	4 50	5 50
Lemons, Messina	6 00	7 00
Watermelons, each	....	0 75
Pears, California (110 size)	....	5 50
Peaches, Cal. (box)	....	2 25
Peaches, crate	....	4 50
Plums, box	....	3 25
Oranges, Porto Rico	4 50	5 00
Oranges, Cal., Valencias	....	4 25
Do., 150	....	4 50
Do., 176	....	5 00
Do., 200-216	....	5 00
Blood oranges	....	4 50
Raspberries (per basket)	0 30	0 35

Local Supplies Reduce Vegetables

Montreal.

VEGETABLES.—It is a relief to note declines this week in some of the local-grown vegetables. The prices are lower through the better supply of home-grown stuff, and beans, carrots, turnips, cucumbers and cabbage are all offered for less. There is now a good variety and the buying is active. Potatoes are unchanged.

Beans, new string, Montreal, 20-lb. bag	0 75	1 00
Beets, new, doz. (Montreal)	....	0 50
Cucumbers (Montreal), doz.	0 50	0 75
Chickory, doz.	....	0 75
Cauliflower (Montreal), doz.	2 00	2 50
Cabbage (Montreal), doz.	0 50	1 00
Carrots (new), doz.	....	0 50
Celery, doz.	....	1 50
Lettuce (curly), box	....	0 15
Lettuce (Montreal), head	....	0 50
Leeks	....	2 00
Mint	....	0 30
Mushrooms, lb.	....	1 75
Basket (about 3 lbs.)	....	4 00
Onions, Texas, crate	....	5 00
Do., Red (bunches), doz.	....	1 50
Parsley (Canadian)	....	0 50
Peas (Montreal), bag	....	2 50
Potatoes, Montreal (90-lb. bag)	....	1 25
Potatoes (New Brunswick), bag	....	1 40
Potatoes (new), Florida (per bbl.)	4 00	7 00
Radishes, doz.	....	0 20
Rhubarb, doz.	....	0 25
Spinach, box	....	0 75
Turnips, Quebec	....	3 00
Do., new, doz.	....	0 40
Tomatoes (Montreal) (30-lb. box)	3 00	3 25
Do., hothouse, lb.	....	0 35

No Hay Movement; Grains Up Again

Montreal.

HAY AND GRAIN.—At this time there is practically no hay movement and the basis is unchanged. New crop will soon start to move and the early offerings will be at once distributed, it is expected. Grain prices have again soared and oats are advanced 3c per bushel and barley 2½c. The tendencies are still of a firming nature.

Good, No. 1, per 2,000-lb. ton	....	30 00
Do., No. 2	....	27 00
Do., No. 3	....	25 00
Straw	....	11 00
Oats—		
No. 2 C.W. (34 lbs.)	....	1 06
No. 3 C.W.	....	1 04½
Extra feed	....	1 04½
No. 1 feed	....	1 02½
No. 2 feed	....	0 96½
Barley—		
No. 3 extra	....	1 51
No. 3	....	1 50
No. 2	....	1 51

Note—These prices are at elevator and bags and bagging are not included.

ONTARIO MARKETS

TORONTO, Aug. 1—Wholesalers report some difficulty in securing sufficient quantities of sugar to meet all demands, but refiners' representatives state that there will be no suffering on account of a real lack of supplies. A big export demand, too, has contributed to this apparent scarcity, but refiners state that there will be plenty for all inquiry during summer months. Other commodities are unchanged, with the exception of rices and rolled oats, both of which show advances, as compared with a week ago.

Sugar Supplies Hard to Secure

Toronto.

SUGAR.—Some wholesalers are experiencing difficulty in securing sufficient quantities of granulated sugar to meet the demands of their customers. Refiners state that there will be plenty of sugar, and that no actual case of want has come to their attention. The distribution so far this season has been

SHARP ADVANCES IN 1919 PRUNE QUOTATIONS

Marked advances are noted in the quotations on the 1919 crop prunes, as just issued by the California Prune and Apricot Growers, as compared with last year. A heavy demand for all supplies and the possibility of a big demand this year from European countries has stimulated values, until the highest figures yet paid are quoted as the opening prices this year. Selling for September shipment has been very heavy, one cent per pound premium being allowed on September deliveries. Sunsweet brand (20-30) are quoted at 22 cents flat, as compared with 10¾ cents last year, representing a gain of more than 100 per cent. All but 100s and up are quoted bulk basis, F.O.B. the coast.

Comparative prices for this year and in 1918 are as follows:—

	1919	1918
20- 30 Sunsweet Brand	.22	.10¾
30- 40 Sunsweet Brand	.16	.10¾
40- 50 Sunsweet Brand	.14	.10
50- 60 Sunsweet Brand	.12	.09
60- 70 Sunsweet Brand	.11½	.09
70- 80 Sunsweet Brand	.11	.08¾
80- 90 Sunsweet Brand	.11	.08¼
90-100 Sunsweet Brand	.11	.07¾
100-120	.08½	.05¾
120 up	.07½	.05¼

Growers' Brand one-eighth of a cent less than Sunsweet.

much heavier than a year ago. Considerable sugar is being exported, and this has somewhat curtailed the supply for domestic account. The marine strike, too, has interfered with the operations of some refineries, causing delay in the shipment of raws. Prices to the retail trade are unchanged. They are very firm, but refiners do not look for any immediate advance.

St. Lawrence, extra granulated	10 16
Atlantic, extra granulated	10 16
Acadia Sugar Refinery, extra granulated.	10 16
Can. Sugar Refinery, extra granulated....	10 16
Dom. Sugar Refinery, extra granulated..	10 16

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis; 60-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies, 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2s, 55c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 70c. Yellows same as above.

Molasses and Syrups Steady

Toronto.

MOLASSES, SYRUPS.—The market for molasses and syrups is unchanged. Quotations on some syrups are steady at the advance of two weeks ago. Corn syrup in bulk is selling at 8¼c per lb. The demand for molasses and syrups, dealers state, is not heavy at the present time, but the strength of corn syrups is the result of the advance in Chicago corn.

Corn Syrups—		
Barrels, about 700 lbs., yellow, per lb.	....	$0 08¼
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case	....	5 95
Cases, 5-lb. tins, white, 1 doz. in case	....	6 55
Cases, 10-lb. tins, white, ½ doz. in case	....	6 25
Cases, 2-lb. tins, yellow, 2 doz. in case	....	5 45
Cases, 5-lb. tins, yellow, 1 doz. in case	....	5 85
Cases, 10-lb. tins, yellow, ½ doz. in case	....	5 75
Cane Syrups—		
Barrels and half barrels, lb...	0 08	....
Half barrels, ¼c over bbls.; ¼ bbls., ½c over.		
Cases, 2-lb. tins, 2 doz. in case	....	7 00
Molasses—		
Fancy, Barbadoes, barrels	1 10	1 15
Choice Barbadoes, barrels....	....	1 00
West India, bbls., gal.	....	0 44
West India, No. 10, kegs	....	6 50
West India, No. 5, kegs	....	3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	4 90
Tins, 3-lb. table grade, case 2 doz., Barbadoes	....	6 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	5 30
Tins, 10-lb., ½ doz. to case, Barbadoes	....	5 20
Tins, No. 2, baking grade, case 2 doz.	3 50	4 00
Tins, No. 3, baking grade, case of 2 doz.	4 70	6 50
Tins, No. 5, baking grade, case of 1 doz.	3 75	6 20
Tins, No. 10, baking grade, case of ½ doz.	3 60	6 00
West Indies, 1½s, 48s	4 60	6 95

Packaged Goods At Strong Prices

Toronto.

PACKAGE GOODS.—Quotations on package goods are unchanged but very firm, particularly rolled oats. Laundry starch is steady at recent advances. Corn flakes are selling well these times at steady figures.

PACKAGE GOODS

Rolled Oats, 20s round, case	....	$5 60
Do., 20s square, case	5 10	5 60
Do., 36s, case	....	4 00
Do., 18s, case	....	2 00
Corn Flakes, 36s, case	3 60	4 25
Shredded Wheat, 36s, regular, case	....	4 50
Porridge Wheat, 36s, regular, case	....	6 00
Do., 20s, family, case	....	5 80
Cooker Package Peas, 36s, case..	....	3 60
West Indies, 1½s, 48s	4 60	6 95
Cornstarch, No. 1, lb. cartons..	0 11½	0 11¾
Do., No. 2, lb. cartons	....	0 10¼
Laundry starch	....	0 10
Laundry starch, in 1-lb. cartons	....	0 12
Do., Do., in 6-lb. tin canisters	....	0 13¼
Do., Do., in 6-lb. wood boxes	....	0 13¼
Potato Flour, in 1-lb. pkgs.	....	0 16
Fine oatmeal, 20s	....	5 60
Cornmeal, 24s	....	3 65
Farina, 24s	....	2 35
Barley, 24s	....	2 35
Wheat flakes, 2s	....	5 40
Wheat kernels, 2s	....	4 50
Self-rising pancake flour, 2s....	....	3 30
Buckwheat flour, 2s	....	3 30

Rices Soar To New High Levels

Toronto.

RICES.—High prices are being quoted on rices these days. New levels are reached in wholesalers' quotations this week. Some dealers who have Blue Rose, Texas rice, are asking $18 per 100 lbs. Siam fancy rice is selling as high as $16 per cwt., and Siam seconds at from $13.50 to $14.50 per cwt. Other brands show similar advances, and all supplies are in exceedingly small supply. Singapore tapioca is selling up as high as 14½c per lb., and white sago at from 13¼c to 13½c.

Texas, fancy, per 100 lb.	17 50	18 00
Blue Rose, Texas, per 100 lbs.	....	18 00
Honduras, fancy, per 100 lbs.	....	....
Siam, fancy, per 100 lbs.	15 00	16 00
Siam, second, per 100 lbs.	13 50	14 50
Japans, fancy, per 100 lbs.	....	17 00
Do., seconds, per 100 lbs.	13 00	14 00
Chinese, XX., per 100 lbs.	....	14 00
Do., Simiu	....	16 00
Do., Mujin, No. 1	....	16 00
Do., Pakling	....	14 00
White Sago	0 13¼	0 13½
Tapioca, per lb.	0 13½	0 14½

French Walnuts At High Figures

Toronto.

NUTS.—Quotations for any new buying of nuts are very high, and indications point to a very strong market in the future for all nuts. Quotations on French walnuts are on the basis of 85c per lb. at Bordeaux, which will easily mean over $1 per lb. laid down in Toronto. The new crop of Jordan almonds is coming on the market and they are being quoted at 60c per lb., delivered in Toronto. Peanuts, too, are advancing, and prices on nuts generally promise to be very high.

Almonds, Tarragonas, lb.	0 28	0 32
Butternuts, Canadian, lb.	....	0 08
Walnuts, California, lb.	0 40	0 42
Walnuts, Grenobles, lb.	0 34	0 35
Walnuts, Bordeaux, lb.	0 28	0 30
Filberts, lb.	0 23	0 24
Pecans, lb.	....	0 30
Cocoanuts, Jamaica, sack	....	10 00
Peanuts, Jumbo, roasted	0 18	0 19
Brazil nuts, lb.	0 21	0 22
Shelled—		
Almonds, lb.	0 55	0 62
Filberts, lb.	0 48	0 50
Walnuts, lb.	0 80	0 85
Peanuts, Spanish, lb.	....	0 19
Do., Chinese, 30-32 to oz.	0 16	0 18
Brazil nuts, lb.	0 85	0 87

Sharp Advances In Bulk Oats

Toronto.

CEREALS.—In the market for cereals rolled oats in bulk have made very sharp advances. Rolled oats in 90s are selling at $5.75, and oatmeal in 98s is now quoted at $6.25, a very marked advance as compared with a week ago. The strength of the market for oats, and the difficulty of securing sufficient quantities for milling purposes, has advanced the price of oats to around $1 per bushel. Chicago corn, too, is very high, and cornmeal has jumped to from $5.75 to $6.25 for 98s. Owing to the scarcity of rice, rice flour is higher. It is up $2 per cwt., at $10.

	Single F.o.b.	Bag Lots Toronto
Barley, pearl, 98s	5 50	6 00
Barley, pot, 98s	4 25	4 50
Barley Flour, 98s	....	4 50
Buckwheat Flour, 98s	7 25	8 00
Cornmeal, Golden, 98s	5 75	6 25
Do., fancy yellow, 98s	5 75	6 25
Hominy grits, 98s	....	5 25
Hominy, pearl, 98s	5 00	5 25
Oatmeal, 98s	....	6 25
Oat Flour	....	4 50
Rolled oats, 90s	....	5 75
Rolled Wheat, 100-lb. bbl.	6 50	7 00
Breakfast Food No.1	....	6 15
Do. No. 2	....	6 15
Rice Flour, per 100 lbs.	....	10 00
Linseed Meal, 98s	....	6 75
Peas, split, 98s	....	6 50
Blue peas, lb.	....	0 10

Above prices give range of quotations to the retail trade.

Canned Goods in Small Supply

Toronto.

CANNED GOODS. — Many lines of canned goods are practically unobtainable at the present time. There is a heavy demand for salmon, and considerable American salmon is being disposed of on the Canadian market. Lobsters are in very light supply but some wholesale houses still have some in stock. The half pound tins are selling at from $4.50 to $4.90 per doz., and the quarter pound tins at $2.75. In vegetables, peas of the new pack are now coming on the market. New canned beets are also available at $1.95 for twos. A number of fruit lines are not now being quoted and will not be until the new pack is available.

Salmon—		
Sockeye, 1s, doz.	4 50	4 75
Sockeye, ½s, doz.	....	2 95
Alaska reds, 1s, doz.	4 25	4 50
Chums, 1-lb. talls	2 35	2 60
Do., ½s, doz.	1 35	1 45
Pinks, 1-lb. talls	2 35	2 60
Do., ½s, doz.	1 35	1 50
Cohoes, ½-lb. tins	2 00	2 10
Cohoes, 1-lb. tins	3 75	3 90
Red Springs, 1-lb. talls	3 75	4 25
White Springs, 1s, dozen	2 30	2 35
Lobsters, ½ lb., doz.	....	5 00
Do., ¼-lb. tins	....	....
Whale Steak, 1s flat doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	2 10	2 15
Cannel Vegetables—		
Beets, 2s	....	1 95
Tomatoes, 2½s	....	2 25
Peas, standard	....	1 75
Peas, early June	1 85	1 90
Sweet Wrinkle	....	1 97½
Beans, golden wax, doz.	....	....
Asparagus, tins, doz.	3 75	4 00
Asparagus butts, 2½s	....	2 50
Canadian corn	....	....
Corn, American, 2s, doz.	2 10	2 25
Pumpkins, 2½s	....	1 25
Spinach, 2s, doz.	....	1 90
Do., 2½s, doz.	2 52½	2 80
Do., 10s, doz	....	10 00
Pineapples, sliced, 2s, doz.	....	5 00
Do., shredded, 2s, doz.	....	....
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 52½
Do., standard, 10s, doz.	4 50	4 62½
Apples, gal., doz.	....	....
Peaches, 2s	....	2 87½
Pears, 2s	2 35	2 87½
Plums, Lombard, 2s	....	1 90
Do., Green Gage	....	....
Raspberries, 2s, H.S.	....	4 50
Strawberries, 2s, H.S.	....	5 25
Blueberries, 2s	2 10	2 35

Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Jams—		
Apricot, 4s, each	....	0 84
Black currants, 16 oz., doz.	....	4 00
Do., 4s, each	0 98	1 10
Gooseberry, 4s, each	....	0 84
Peach, 4s, each	....	0 82
Red currants, 16 oz., doz.	....	3 45
Raspberries, 16 oz., doz.	3 90	4 35
Do., 4s, each	1 05	1 10
Strawberries, 16 oz., doz.	3 90	4 35
Do., 4s, each	1 08	1 15

Evaporated Apples At 25 Cents Lb.

Toronto.

DRIED FRUITS. — There are still some Ontario evaporated apples on the market. They are selling at 25c per lb. Small sizes of prunes, too, are available at 14½c per lb. Grecian currants are now on the market. They are selling at very strong figures, at from 25c to 26c per lb. The market for the latter in Greece is advancing so rapidly that it is difficult to do business, dealers state. Prices are likely to remain at very high levels. In raisins the predominating price is 20c per lb. Seeded 15-oz. packets are selling at from 16c to 17½c.

Apples, evaporated, Ontario	....	0 25
Apricots, unpitted	....	**0 16¾**
Do., fancy, 25s	....	**0 30**
Do., choice, 25s	**0 23**	**0 30**
Do., standard, 25s	**0 22½**	**0 26**
Candied Peels, American—		
Lemon	**0 38**	**0 43½**
Orange	....	**0 45½**
Citron	**0 47**	....
Currants—		
Grecian, per lb.	0 25	0 26
Australians, 3 Crown, lb.	0 20	0 21
Cherries, 2s	2 75	2 90
Dates—		
Excelsior, pkgs., 3 doz. in case	....	6 50
Dromedary, 3 doz. in case	....	7 50
Figs—		
Taps, lb.	....	....
Malagas, lb.	....	....
Comadre figs, mats, lb.	0 14	0 15
Cal., 4 oz. pkgs., 70s, case	....	**5 00**
Cal., 8 oz., 20s, case	....	3 25
Cal., 10 oz., 12s, case	....	2 25
Prunes—		
30-40s, pe rlb.	0 25	0 35
40-50s, per lb.	....	0 30
50-60s, per lb.	0 22	0 24
60-70s, per lb.	....	0 22
70-80s, per lb.	0 19	0 20
80-90s, per lb.	0 16½	0 17
90-100s, per lb.	....	0 14½
100-120s, per lb.	....	0 14½
Peaches—		
Standard, 25-lb. box, peeled	....	0 20
Choice, 25-lb. box, peeled	....	0 23
Fancy, 25-lb. boxes	....	0 24
Practically peeled, 25-lb. boxes	....	**0 22½**
Extra choice, 25-lb. box, peeled	....	**0 26**
Raisins—		
California bleached, lb.	....	....
Extra fancy, sulphur, blch., 25s	....	....
Seedless, 15-oz. packets	....	0 20
Seeded, fancy, 1-lb. packets	0 14½	0 15
Seeded, 15-oz. packets	0 16	0 17½
Seedless, Thompson's, bulk	....	0 20
Seedless, 16-oz. packets	....	0 20
Do., Bakers, Thompson's, 25s	....	0 20
Crown Muscatels, 25s	....	0 17

Easier Prices On Old Crop Honey

Toronto.

HONEY, MAPLE SYRUPS. — Easier prices prevail on old crop honey. There is some new crop honey being offered, but little has been purchased as yet. Old crop stuff is selling around 22c and 23c. Buckwheat honey is 16c per lb. Maple syrup is experiencing a moderate inquiry. Prices are strong and firm.

Honey—		
Clover—		
5-lb. tins	....	0 22
2½s tins	....	0 23
10-lb. tins	0 25	....
60-lb. tins	....	0 20
Buckwheat, 50-lb. tins, lb.	....	0 16
Comb, No. 1, fancy, doz.	....	....
Do., No. 2, doz.	....	....
Maple Syrup—		
8½-lb. tins, 10 to case, case		17 00
Wine qt. tins, 24 to case, case		16 00
Wine ½ gal. tins, 12 to case, case		15 00
Wine 1 gal. tins, 6 to case, case		14 00
Imperial 5 gal. cans, 1 to case, case		14 00
Maple Sugar—		
50 1-lb. blocks to case, lb.	....	0 29

Teas Continue At Strong Prices

Toronto.

TEAS.—The market for teas continues as strong as ever. Prices at primary markets continue to show advances, and quotations on Ceylon and Indian teas promise to be very high on all future buying. Stocks here have been pretty well depleted, and indications point to much higher values. Broken orange pekoes are selling at from 58c to 65c. Japan teas are becoming very scarce. One line of Japanese fine tea is quoted 10c higher. Stocks of fine Japanese teas here are very light.

Ceylons and Indians—		
Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 56
Broken Pekoes	0 56	0 58
Broken Orange Pekoes	0 58	0 60
Javas—		
Broken Orange Pekoe	0 58	0 65
Broken Pekoes	0 40	0 45
Japans and Chinas—		
Early pickings, Japans	0 53	0 55
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Coffee Quotations Tend Higher

Toronto.

COFFEES.—The situation in coffee continues strong, and the tendency of the market is upward rather than downward. Dealers have not changed their quotations on spot to the retail trade, but the same are very firm, and inclined to be higher. Primary markets are ruling very strong.

Java, Private Estate	$....	$0 50
Java, old Government, lb.	0 48	0 50
Bogotas, lb.	....	0 47
Guatemala, lb.	0 46	0 48
Mexican	0 46	0 47
Maracaibo, lb.	0 45	0 46
Jamaica, lb.	0 43	0 45
Blue Mountain Jamaica	0 48	0 49
Mocha, Arabian, lb.	....	0 48
Rio, lb.	0 33	0 37
Santos, Bourbon, lb.	0 45	0 46
Ceylon, Plantation, lb.	....	0 48
Chicory, lb.	0 30	0 32
Cocoa—		
Pure, lb.	0 26	0 28
Sweet, lb.	....	0 26

Spice Quotations Are Unchanged

Toronto.

SPICES.—The market for spices is very firm, but quotations show no changes as compared with a week ago. Peppers are at strong levels and cloves are firm with the tendency upward. Cream of tartar is ruling at high levels, French pure selling at from 75c to 80c per lb. American high test in bulk is also bringing from 75c to 80c.

Allspice	0 19	0 21
Cassia	0 33	0 40
Cinnamon	0 35	0 50
Cloves	0 70	0 75
Cayenne	0 33	0 37
Ginger	0 28	0 35
Ginger	0 30	0 35
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 32	0 38
Pickling spices	0 22	0 30
Mace	0 90	1 10
Peppers, black	0 38	0 43
Peppers, white	0 48	0 53
Paprika, lb.	0 60	0 70
Nutmegs, selects, whole, 100s	0 45	0 50
Do., 80s	....	0 55
Do., 64s	0 60	0 65
Mustard seed, whole	0 35	0 40
Celery seed, whole	....	0 75
Coriander, whole	0 25	0 30
Carraway seed, whole	0 65	0 70
Tumeric	0 24	0 27
Cream of Tartar—		
French, pure	0 75	0 80
American high test, bulk	0 75	0 80
2-oz. packages, doz.	....	1 75
4-oz. packages, doz.	....	3 00
8 oz. tins, doz.	....	6 00

Canadian Beans Are Ruling Strong

Toronto.

BEANS. — The market for beans is very strong, and beans of real good quality are in very light supply. Handpicked beans are selling at from $5.50 to $5.75 per bushel, and the one pound to two pound pickers at from $5.50 to $5.75 per bus.

Ontario, 1-lb. to 2-lb. pickers, bus.	....	$5 00
Do., hand-picked, bus.	5 50	5 75
Japanese Kotenashi, per bush.	....	4 50
Rangoons, per bushel	....	3 00
Limas, per lb.	....	0 12½

Domestic Fruits Arriving Freely

Toronto.

FRUITS. — Domestic cherries, raspberries and blueberries are arriving freely, but quotations on the same continue at high levels. Raspberries at the beginning of this week were offered at from 28c to 30c, and cherries at from $1.60 to $1.65 for 11 quart baskets of Montmorencys. The six quart baskets are selling at 85c. Gooseberries are selling at $3 for a large basket. Red currants are $1.75 and black currants $2.75 for the large baskets. Watermelons are easier at from 75c to 85c each. Canteloupes, standards, are selling at $6.50 and flats at $3. Blueberries are still at very high figures at from $2.75 to $3.25 for large basket.

Bananas, per lb.	....	0 08
Grapefruit— —		
California, seedless, 64s	....	5 00
Valencias—		
100s, 126s, 150s, 176s, 200s, 216s, 250s	5 50	6 50
288s, 324s	5 00	5 50
Lemons, Cal., 270s, 300s, case	6 50	7 00
Do., Messina Verdillis, 300s	....	7 00
Raspberries, box	0 28	0 30
Cherries, Montmorencys—		
11-qt. basket	1 60	1 65
6-qt. basket	....	0 85
Gooseberries, 11-qt. basket	....	3 00
Red Currants, 11-qt. basket	....	1 75
Black Currants, 11-qt. basket	....	2 75
Blueberries, 11-qt. basket	2 75	3 25
Watermelons	0 75	0 85
Georgia Peaches, 6 basket crates, per crate	....	4 50
Texas, Elbertas, bushel	....	6 00
Cal. Peaches, Crawfords, 80s and 100s, box	....	2 25
Canteloupes, Turlocks, 45s, standards	....	6 50
Do., flats	....	3 00
Do., salmon flesh, flats	....	3 00
Plums, Cal., per box	....	3 50
Apples, yellow transparent, bus. hamper	....	4 00
Cal. Bartlett Pears, box	5 25	5 50

New Ont. Potatoes Not Yet Offered

Toronto.

VEGETABLES. — Domestic potatoes, this season's crop, are not on the market yet, but Virginia machine graded pota-

toes are supplying the demand. Potatoes are inclined to be a little scarce and the price is slightly higher again. They are selling at from $6.50 to $7 per barrel. Onions in 100 lb. sacks are also higher at $9. Green peppers are selling at from 75c to 85c per doz. for the hot kind, and at $1 for the sweet peppers. Canadian tomatoes are now arriving freely and are selling at $1.25 for a large basket. Canadian wax beans are 50c for an 11 quart basket.

Beets, per doz.	0 40	0 50
Cabbage, per large crate	....	4 00
Do., 32-qt. crate	....	2 25
Carrots, per doz.	0 50	0 60
Radishes, per dozen	....	0 30
Can. Lettuce, doz.	0 50	0 75
Onions, Kentucky fine hard, 100-lb. sacks	....	9 00
Parsley, per basket	....	1 00
Peppers, green, doz.	0 75	0 85
Do., sweet	....	1 00
Celery, doz.	....	0 40
Wax Beans, Can., 11-qt. basket	....	0 50
Cucumbers	0 50	0 60
New Potatoes	....	....
No. 2s, machine graded	6 50	7 00
Turnips, hamper	....	2 75
Spinach, box	....	2 00
Marrows, basket	....	0 60
Outdoor Tomatoes, 11-qt. basket	....	1 25

Quotations Are Steady on Flour

Toronto.

FLOUR. — No change is reported in the market for flour. In spite of the heavy export requirements there appears to be ample for domestic account. Prices to the retail trade are steady.

Flour—

Government standard, 74 per cent. extraction.

Ontario winter wheat flour, in carload shipments, on track, in cotton bags	....	11 15
In jute bags	....	11 00

Moderate Demand For Millfeeds

Toronto

MILLFEEDS. — There is a moderate demand for millfeeds at prices unchanged from last week. Shorts are selling better than bran.

	In carlots, track
Bran, per ton	42 00
Shorts, per ton	44 00

WINNIPEG MARKETS

Greater Scarcity Of All Grades Rice

Winnipeg.

RICE.—Supplies of rice are even scarcer than at our last report and very few grades can now be supplied. Sales of No. 1 Jap rice have been made on the coast at prices which would equal a laid down price in Winnipeg of $265 per ton. This grade is in very limited supply, even at these very high quotations. Many lines of lower grade rices are not obtainable at any price.

Name New Prices On Dried Fruits

Winnipeg.

DRIED FRUITS.—Prices on new crop evaporated peaches have been recently named by the Association. These prices are about in line with what the trade generally was led to expect. While these prices are high, they are probably well in line with asking prices on other varieties of dried fruits.

The Prune Association recently named opening prices for new crop on the bulk basis of 11c per lb. for 70, 80, 90's. These prices are higher than prices named by independents earlier in the season. It was rather expected by the trade generally that the association prices would be named below those quoted earlier by outsiders, and the trade is somewhat disappointed, as buying was held off and they are now being forced to pay higher prices than they could have bought at earlier in the season.

Cheapest Staple Food is Beans

Winnipeg.

BEANS. — Quotations have been steadily declining on beans of first quality. Oriental beans, which are largely used in the prairie provinces, are being quoted to-day at from ¾c to 1¼c per lb. over a week or two ago. But even at present quotations beans look to be about the cheapest article from a food value point of view of any of the staples.

Shortage of Sugar in West

Winnipeg.

SUGAR.—As in other parts of Canada and the United States, the West has been very short of sugar during the past few weeks. Refiners seem to be unable to keep supplies moving freely enough to cope with the demand. At the moment there does not seem to be much relief in sight. Some Eastern refiners are still refusing to accept business for Western points.

Fresh Fruits in Good Supply

Winnipeg.

FRUITS.—The market is well supplied with all lines of fresh fruit and prices are remaining fairly steady. Blueberries from provincial points are on the market at $2.25 per basket. Strawberries and pineapples have given place to raspberries and cherries. Peaches and plums are in good supply and prices are tending lower. Peaches are quoted at $2.25 per case, and plums range from $3.75 to $4.25. Canteloupes are selling around $7.00 per case. Bananas are holding firm at the recent decline to 8½c per lb. Valencia oranges are holding steady at $7.00 to $7.50 per case and California lemons are quoted at $9.00 per case. Raspberries, 24 boxes to the case, are quoted at $7.00. Watermelons, 7c per lb. Apricots, $3.00 per case.

U.S. Canned Goods in the West

Winnipeg.

CANNED GOODS.—The demand for canned tomatoes has been very heavy during the past few weeks, resulting in the cleaning up, within very close compass, of the Canadian pack. In order to supply the demand it has been necessary for the jobbers to purchase U. S. pack for this market. Quotations to the retail trade are ruling about $4.50 per case.

The small delivery of canned corn last year by Canadian packers is now being felt, as Canadian pack corn is well cleaned up. United States pack corn has been purchased to fill the demand in the West.

Local Vegetables Coming to Market

Winnipeg.

VEGETABLES.—Trade in vegetables is good and supplies are coming forward freely. Locally-grown vegetables are, in some cases, now taking the place of imported lines, and prices are tending lower as result. New potatoes are selling about 7c per lb. Local head lettuce is now coming forward in good quantity and is selling about 75c per doz. Radishes, after recently declining, are now being quoted at 35c per doz. New beets are quoted this week at 6c per lb. Tomatoes, 4 baskets to the case, $2.50. Local tomatoes are soon expected to be on the market. Cucumbers are not getting much cheaper, now being quoted at $3.00 per doz. California carrots are held at $7 per sack.

BRITISH COLUMBIA MARKETS

VANCOUVER, July 29.—The feature of the markets in Vancouver this week is the situation in rices. All supplies are very scarce, and indications point to the bare markets. Other commodities are ruling firm. There is a very heavy demand for sugar in the face of light supplies.

Heavy Demand For Sugar Supplies

Vancouver.

SUGAR—Supplies of sugar among the wholesalers are none too plentiful. There is a very heavy demand for it, and some difficulty is being experienced in meeting all requirements. The market is very firm.

Teas Continue At Strong Figures

Vancouver.

TEAS.—The market for teas is very strong, any new buying being at much higher figures. Quotations on spot are very firm, but future prices must necessarily show increases.

No Singapore Pines For Canada

Vancouver.

FRUITS AND VEGETABLES. — The entire July pack of Singapore pines having been contracted for by Europe, according to a recent cable, this pineapple will not be a factor in the Canadian market. However, there is another pack in November, December, January, and by that time conditions may permit of shipments being brought to Canada.

Apples—		
New, green, box	....	4 25
Cherries, Okanagan, qt.	....	0 20
Oranges, Cal., aver.	....	6 25
Gooseberries, qt.	....	0 12
Grapefruit, case	5 00	6 00
Lemons, case	....	7 25
Pineapples, Cuban	....	5 50
Cucumbers, B.C., per doz.	....	2 00
Tomatoes (hothouse), 20, crate No. 1	....	4 50
Carrots, doz. bunches	....	0 25
Onions, doz. bunches	....	0 25
Parsley, doz. bunches	....	0 25
Local potatoes, ton	....	30 00
Turnips, doz. bunches	....	0 25
Celery, doz.	....	1 75
Raspberries, crate	....	4 50

Fresh Meats Are At High Levels

Vancouver.

PROVISIONS.—No changes are reported this week in the market for provisions. All fresh meats are at high levels, and are very firm. Cheese and lard are unchanged, and bacon and hams are selling at steady figures.

Fresh Beef	0 17	0 19
Lamb	....	0 28
Pork	....	0 32
Cheese	....	0 33½
Lard	....	0 37
Compound	....	0 38½
Bacon	....	0 52
Hams	....	0 45

Bare Markets in Rice Situation

Vancouver.

RICES.—General indications continue to point to bare markets in every quarter. Though harvesting should be in progress in the Southern States, the Oriental crops, which are the real deciding factor in the world market in rice will not affect the market for sixty days yet. India has always been a big factor, but owing to crop failures Britain allows only one million tons to be exported. Of this quantity Java and Straits Settlements were allotted five hundred thousand pounds, and a like quantity was allowed to Europe. India's population is about 400,000,000.

Rice, Japan, No. 1, per ton	....	260 00
Do., Do., No. 2, per ton	....	.....
Do., China, No. 1, per 40 mats	....	260 00
Do., Do., No. 2, per 40 mats	....	260 00
Do., California	....	260 00
Tapioca, 140s	....	0 13½

Price List of Molasses Unchanged

Vancouver.

MOLASSES.—No changes are shown in the price list of molasses. Demand is light at this season, but the market is holding at steady figures.

6, 10s, per case	....	4 25
12, 5s, per case	....	4 25
24, 2½s, per case	....	4 50
36, 1¼s, per case	....	$4 25

Cabled Prices on Tea Are Higher

Tendencies Continue Upward at Primary Points—Freight Reductions Offset Any Net Advances Recorded—An Early Price Change Possible

Montreal, July 31 (Special).—Cabled advices from the production centres of the East show a constantly-advancing tendency on teas, according to G. R. Larkin, of the Salada Tea Company. Mr. Larkin, interviewed by CANADIAN GROCER, expressed his opinion that there would probably be advances for tea in the Canadian market, whereas, a short time ago some revision of prices downward had been considered possible. Freight rates had dropped considerably and were more favorable than for a long time, but other factors had developed which made teas cost just as much delivered as before. In fact the recent advances made at primary points have been so great that the present net increases on tea would amount to something very considerable.

Mr. Larkin pointed out that there have been difficulties in the growing centres. Labor conditions have been none too favorable and wages have increased. There has been quite a marked change in this respect over previous seasons. Prices on tea have consequently advanced.

The weather conditions in many tea-growing countries have been none too favorable and production of better grade teas has been curtailed. The Ceylon season has just opened, and this, Mr. Larkin states, is rather later than other years owing to wet weather continuing later than usual. The opening prices there are of course higher. The English market is quite a factor in the matter of governing tendencies elsewhere. Government control has been exercised there and this may have an advantage in some respects and in others it is not always advantageous. It is, of course, one of the largest consuming centres in the world.

While freight costs have been less, as referred to above, the increasing prices at growing points have been so great as to offset them, and a considerable net advance has been made to the importer. The tendencies are therefore very strong and increases of prices are very probable. It is just a matter of time how long these will be deferred.

Grecian Currants Now Arriving

Prices Will Rule High, as Primary Market is Rapidly Advancing Owing to Heavy Demands—Raisins, Too, Will Be High

THE Californian Raisin Association has not yet announced its prices on the new crop, but, according to advices received by Toronto importers big prices are expected for them. The general opinion appears to be that the opening prices, when announced, will be higher than last year's quotations. Stocks of raisins among wholesalers are very light, and importers are only able to buy odd lots, and chiefly of rain-damaged raisins.

Shipments of Grecian currants have arrived in the city, and already about four cars have been distributed. It is likely that the movement of Grecian currants now to this country will be fairly steady, unless the price becomes prohibitive. Quotations are advancing so rapidly that it may prove unprofitable to import them. Currants now arriving will have to sell to the retail around 22 cents per pound and possibly higher. There is a tremendous demand for Grecian currants at the present time, principally from European countries. Then again the Greeks are manufacturing them into wine and exporting it to Europe. This is becoming a big industry in Greece, and has developed enormously in the last year or two because of the shortage of wine in Europe. This will naturally curtail the shipment of dried currants to America.

Toronto importers of foreign fruits state that quotations on Turkish sultana raisins are almost prohibitive. They are quoted at 100 shillings delivered Toronto. These would have to sell to the retail trade at 27 or 28 cents per pound. Turkish sultanas at present prices could hardly compete with California raisins. It is not likely that importations will be on any large scale at all.

QUEBEC

Harper R. Gray, manager Gunn, Langlois and Co., Ltd., Montreal, was in Toronto early in the week.

G. R. Larkin, of the Salada Tea Company, was in Montreal this week and a visitor at the offices of the company here.

Frank J. Burns, of the F. J. Burns Company, Chicago, passed through Montreal last week on his way to Eastern fishing centres.

F. G. Scott, vice-president Hatfield and Scott Co., Ltd., Montreal, and Hartland, N.B., returned to Montreal from a trip to the States.

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., July 29.—Quotations on Siam rice are now $12 and $12.50. Tomatoes 2's and halves are $4.50. Ontario cheese, large, is 32 to 34½ cents per pound. Lard in 3's is $22.50 to $22.80. Eggs have advanced to $14.50. There is a 2 cent per pound advance on some sizes of breakfast bacon. Honey is a shade cheaper in some quarters. Peanut butter, shelled walnuts, almonds, shredded cocoanut and coffees have all slightly advanced this week. Rumors of higher prices on flour are rife. Oranges are selling at from $6.50 to $7. Lemons are from $9 to $9.50. Grapefruit is $7 and canteloupes are from $6 to $7. B. C. raspberries are from $4.75 to $5.

Beans, Limas	0 12	0 15
Beans, B.C.	7 00	7 50
Flour, 98s, per bbl.	....	10 50
Rolled oats, 80s	....	4 20
Rice, Siam, cwt.	12 00	12 50
Japan, No. 1	13 00	13 50
Tapioca, lb.	0 12½	0 14
Sago, lb.	0 12½	0 14
Sugar, pure cane, granulated, cwt.	....	11 02
Cheese, No. 1, Ontario, large	0 32	0 34½
Butter, creamery, lb.	0 55	0 59
Do., dairy lb.	0 35	0 40
Lard, pure, 3s, per case	22 50	22 80
Eggs, new-laid, local	....	14 50
Tomatoes, 2½s, standard, case	....	4 50
Corn, 2s, case	4 80	5 00
Peas, 2s, standard case	3 40	3 50
Strawberries, 2s, Ontario, case	8 10	8 75
Raspberries, 2s, Ontario, case	8 40	9 00
Cherries, 2s, red, pitted	....	6 40
Apples, evaporated	....	0 22
Do., 25s, lb.	....	0 23
Apricots, evaporated, lb.	0 26	0 29
Peaches, evaporated, lb.	....	0 23
Prunes, 90-100s	0 18	0 20
Do., 40-50s	0 26	0 27
Do., 60-70s	....	0 22
Salmon, pink tall, case	9 00	10 25
Salmon, Sockeye, tall, case	....	....
Do., halves	18 00	19 00
Potatoes, per ton	35 00	38 00
Oranges	6 50	7 00
Lemons	9 00	9 50
Grapefruit	....	7 00
Canteloupes, crate	6 00	7 00
B.C. Raspberries	4 75	5 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., July 29.—The market is firm. The tendency of prices is upward. Rolled oats have advanced to $12.00. Siam rice is higher at from $13.75 to $14.00. Corn products are higher. Starch has advanced. Beans are firmer. Eggs are selling at from 50c to 52c. Fresh tomatoes, two and halfs are $4.50. Pork has advanced and pork products are also higher. American clear bacon is from $65 to $75. Breakfast bacon is selling at from 50c to 51c. New vegetables are arriving in fair quantities. Strawberries are about finished. Raspberries and blueberries are fairly good.

Flour, No. 1 patents, bbls., Man.	....	$12 50
Cornmeal, gran., bags	6 25	6 35
Cornmeal, ordinary, bags	4 50	4 60
Rolled oats	....	12 00
Rice, Siam, per 100 lbs.	13 75	14 00
Molasses	0 88	0 89
Sugar—		
Standard, granulated	....	10 05
No. 1, yellow	....	9 55
Cheese, New Brunswick	0 33	0 34
Cheese, Ont., twins	0 33	0 34
Eggs, fresh, doz.	0 50	0 52
Eggs, case	0 45	0 47
Breakfast bacon	0 50	0 51
Butter, creamery, per lb.	0 46	0 49
Butter, dairy, per lb.	0 43	0 45
Butter, tub	0 41	0 43
Margarine	0 33	0 35
Lard, pure, lb.	0 39½	0 40
Lard, compound	0 35	0 35½
American clear pork	65 00	75 00
Beef, corned, 1s	4 55	4 90
Tomatoes, 2½s, standard, case	....	4 50
Raspberries, 2s, Ont., case	....	8 80
Peaches, 2s, standard case	....	6 20
Corn, 2s, standard case	....	4 70
Peas, standard case	3 20	3 30
Apples, gal., N.B., doz.	....	4 00
Strawberries, 2s, Ont., case	....	8 20
Salmon, Red, spring, cases	....	....
Pinks	11 00	11 50
Cohoes	14 50	15 00
Chums	....	8 50
Evaporated apples, per lb.	....	0 23
Peaches, per lb.	....	....
Potatoes—		
Natives, per bbl.	3 00	3 50
Onion, Egyptians, lb.	0 11	0 12
Lemons, Cal.	8 50	9 00
Peaches, Cal., box	2 00	3 00
Pears, Cal., box	6 00	7 00
Plums, Cal., crate	3 00	4 00
Oranges, Cal., case	6 00	7 00
Grapefruit, Cal., case	7 00	7 50
Bananas, per lb.	0 08½	0 09

EXPRESS CHARGES EQUAL TOTAL VALUE OF GOODS

Investigations which have recently been made by the Associated Advertising Clubs of the World, of New York, to determine the fairness of advertisements published by so-called mail order grocery houses, have developed some interesting facts with relation to the "saving" which the buyer is supposed to enjoy.

A Los Angeles man answered such an advertisement in a local newspaper and ordered $1.99 worth of goods. Express charges were $1.85, and when he submitted the merchandise to a Los Angeles grocer, the latter offered to duplicate the order out of regular stock at $1.85.

These mail order houses, say officers of the advertising association, should not be confused with legitimate mail order houses which operate upon the principle of winning friends and building permanent trade. Indications are, say association officials, that "once over" is as much as these houses can expect. Certainly, a man would be a fool to pay $3.84 (the cost including the expense of sending the order) for what he could get around the corner for $1.85.

Such offers are usually made in connection with prices that are cut on a few standard articles. To obtain these, the purchaser must take an assortment of other articles which are not standard.

NEW BUFFALO SPECIALTY PRODUCTS

The combined United States and Canadian sales force of the Buffalo Specialty co. of Buffalo, N.Y.; Bridgeburg, Canada and London, England, attended the fourteenth annual convention at Company headquarters, Buffalo, July 21-26. As the trade knows, the products manufactured by this company include liquid veneer.

Announcement was made that three new products would be placed on the market this fall; the Liquid Veneer Mop, Neverknock Carbon Remover, for removing carbon from gasoline engines, and Holdfast Casket Shellac.

Among the enjoyable events of the convention was a trip to Pine Grove Farms, owned by Oliver Cabana, jr., president of the company. These farms are the home of the champion Liquid Veneer Cow.

Most of the salesmen of the company have been with the organization many years, and the annual get-together is looked forward to by all with great eagerness. The officers are: Oliver Cabana, Jr., President and Treasurer; Elmer A. Cabana, Vice-President; Martin J. Cabana, Secretary and Sales Manager.

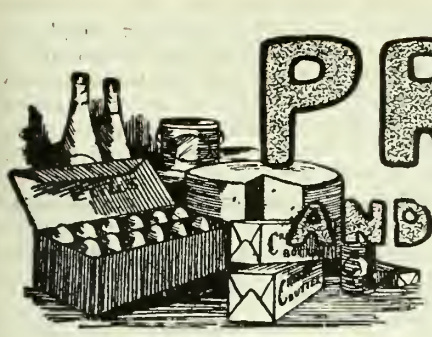
U. S. APPLE, PEACH, PEAR OUTLOOK

The condition of apples in the United States is 67.8 per cent. of a normal, compared with 69.8 in 1918 and a ten-year average of 68.5. The indicated production of apples is for a total crop (all apples, commercial crop and others) of 165,228,000 bushels, in comparison with 173,632,000 bushels, the December estimate of the 1918 crop.

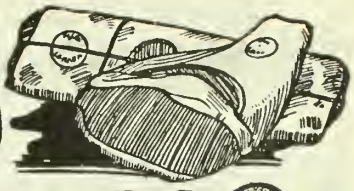
Peaches show a condition in the United States of 73.1 per cent. of a full crop, compared to 52.0 one year ago and a ten-year average of 59.3. The total crop in 1918 (December estimate) was 38,969,000 bushels, compared to a forecast of 50,316,000 bushels the present year.

Pears show a condition of 66.3 per cent. of a full crop, compared with 62.7 last year and a ten-year average of 66.5. Production in 1918 (December estimate) was 12,052,000, while the condition indicates a crop of 12,325,000 bushels for this year.

"Pete" King, at one time manager for the King Warehousing Co., Ltd., has returned from overseas, and together with J. P. Southcott has entered the brokerage business, trading as King & Southcott, with offices in the London Building.



PRODUCE AND PROVISIONS



A Modernly Equipped Market

The Royal Market, Hamilton, Represents a Very High Degree of Perfection in the Development of Meat Display Equipment

THE Royal Market, Hamilton, that contains fifteen stalls, of which the stall of A. C. Vosper, illustrated below is a very good example, is probably one of the best equipped markets in Canada. The market is situated in the old Royal Bank Building, James Street, Hamilton, occupying what was once the rotunda and dining room, is beautifully lighted, and full advantage has been taken of the artistic setting.

The fittings are the last word in modern equipment. The floors are of green tile, concaved at the edges so that no particle of dust can find a lodgment anywhere. The fronts of the counters are of white vitralite, and the tops of heavy plate glass with nickeled trimmings. These counters are fully refrigerated by coils at the back of the counter. The refrigerators that are at the rear of the stalls are also of the newest design. Everything about the market is of the newest and brightest and the general display could hardly be duplicated in any city in Canada.

HEAD OF CUDAHY'S DEAD

Patrick Cudahy, 70 years of age, president of the Cudahy Bros. Company, packers, of Cudahy, Wis., died suddenly this afternoon from an apopletic stroke.

John May, who has conducted a grocery store, near the station, Orangeville, sold out last week to John Glass, of Toronto.

The A. C. Vosper stall at the Royal Market, Hamilton, an example of thoroughly up-to-date equipment.

Cheese Makers Protest 25-Cent Figure

Think That Such a Price Would be Disastrous to the Industry—Ask Government to Arrange Credits to Take Care of This Trade to Better Advantage

AT a meeting held in Brockville, Ont., recently, at which meeting not only producers of the Brockville section were represented, but also representatives of the industry from Iroquois, Morrisburg and Napanee, the question of the British purchase of cheese was brought before the gathering by representatives of the British Purchasing Commission, who made it very clear that it would be impossible to buy cheese on a higher basis than 25c f.o.b. Montreal.

The meeting was addressed by Sir Thomas Clement, chairman of the butter and cheese import committee commission appointed by the Minister of Food in Great Britain, to handle the dairy products in England. F. Warren, director of butter and cheese supplies, under the British Ministry of Food; Dr. J. W. Robertson, C.M.G., Ottawa, Canadian director of food supplies in Europe; James Alexander and A. A. Ayer, exporters, of Montreal, were present.

After Messrs. Robertson, Warren and Sir Thomas Clement delivered addresses in which they stated that owing to the British taxpayers' burden, a price of one shilling and sixpence had been placed on cheese in England, consequently not more than twenty-five cents could be paid for cheese at Montreal, less the price of freight from Brockville and all other boards in Canada.

Much discussion, sometimes heated, ensued, and the following resolution was passed:

Memorialize Government

That whereas we, the representatives of the Cornwall, Iroquois, Napanee and other boards assembled in the Brockville dairymen's board of trade this 24th day of July, 1919, having just now learned from representatives of the British Ministry of Food that they have by authority of the said British Ministry of Food, offered a price of cheese of only 25c per lb., less the cost of freight from factory to Montreal,

And whereas, the said representatives of the British Ministry of Food have stated that if the cost of handling cheese and that of exchange can be reduced,, the price of cheese will be increased to producers,

Therefore, resolved that we representatives of producers urge on our Dominion Government to take some action to reduce the cost of exchange, even if it does involve the giving of large sums of credit by our Government to the British Government for the purchase of our Canadian cheese, as we are not satisfied with the named price of 25c per lb. of cheese and feel that it will have a depressing effect on the cheese industry.

Dissatisfied With Ontario Government Fish Service

Merchants Fail to Get Supplies and Are Given No Explanation —Claim They Are Not Being Fairly Treated

THERE is a growing dissatisfaction in some quarters with the methods adopted by the Ontario Government in doing its fish business. To get the supply the merchant is compelled to tie himself up securely. He must pay in advance and he must guarantee to buy only from the Government. Very strong complaints of the service have recently been voiced by the cities of Port Arthur and Fort William.

One store in Port Arthur and one in Fort William have contracts with the Ontario Government for regular supplies of fresh fish from Nipigon, and three Fridays have gone by with no fish supplied to either.

Dealers are required to have a marked cheque on deposit with the Government as a guarantee of payment, and, in each case the dealer says he has complied with every requirement. They are also required to have their orders with the fisheries at Orient Bay the day before they require the fish, and they say that they do place their orders regularly and are supposed to receive shipments on Sunday, Wednesday and Friday of each week.

No Explanation Forthcoming

No trouble has ever been experienced in securing fulfilment of orders for the Sunday and Wednesday deliveries, but three successive Fridays have passed and no fish has put in an appearance. Complaints have elicited no explanation as to why shipments have not been made.

About eight hundred pounds of fish were received from Nipigon by the local dealers on Sunday and Wednesday, and this supply was exhausted, save for about fifty pounds, which went out of the store almost before the town was awake. Ordinarily about five hundred pounds are sold in the fish store on Friday and Saturday, but this week-end and for the past two week-ends, no fish came in. This left the dealer with nothing to do but buy from the local fish company and sell at exact cost.

Not Keeping Faith

Dealers in fish say that the Government is not keeping faith with them, and by neglecting to fill orders is jeopardizing their business. One said that while he was left without his supply of fish the stock for Toronto was forwarded in the regular way and was placed on the market on one occasion at ten cents a pound, the explanation being that an overstock was on hand and it was deemed advisable to work it off.

Here is a peculiar situation: Communities which are at the source of supply find themselves without fish on the two big fish days of the week, while distant points have full supplies.

TO ADVERTISE CANADIAN FISH ABROAD

The Canadian Fisheries Department has decided to do some advertising on behalf of Canadian fish and fish products in Great Britain, France and Spanish-speaking countries. For years the Government has spent much money conducting advertising campaigns on behalf of the Western provinces and various natural resources, but it has not done much to advertise Canadian fish abroad.

The Government urged the fishermen to increase production as much as possible, and now possibly feels a certain responsibility in helping them dispose of the surplus.

The Canadian Trade Commission is also collecting information about the market possibilities for fish in other countries.

Little has as yet been done to advertise Canadian fish among the retail fishmongers of England or France, and they are the people whom it is most desirable to interest. The big dealers in England who now import Canadian fish are usually trawl-owners themselves, and are not interested in pushing the sale of Canadian fish when they have any catches from their own vessels to dispose of. If the retailer was kept informed about Canadian fish through his weekly trade journal, he would in all probability develop a demand that the wholesaler would have to pay attention to.

MONTREAL ABATTOIRS TO BE REORGANIZED

A meeting of the bondholders of the Montreal Abattoirs, Ltd., is called for Aug. 18, at 11 o'clock, at the office of the Prudential Trust Co., for the purpose of considering a resolution to authorize the trustees to consent to a sale of the mortgaged premises forming part of the assets of the Montreal Abattoirs, Ltd., and to grant a discharge of the mortgage. A company is now being organized to take over the property and assets of the Montreal Abattoir, Ltd.

The name of the company which is to take the Montreal Abattoirs over has not yet been decided upon, but will be as close a resemblance as possible to that of the present company.

C. W. Gale, of Morrisburg, who recently returned from overseas, has purchased G. H. Trott's grocery business in the Jackson block, Leamington.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, July 29—Interest this week centres around the announcement made a few days ago as to the price to be paid for cheese this year by the British Ministry of Food. This has been fixed at 25c per lb., based on Montreal freights. The domestic quotations are lowered as a consequence and selling has been actively resumed. Butter is steady and unchanged and eggs are also firmly held without change. There has been no change of price for lard or shortening and margarine still holds unchanged. Hogs are firm and cured and cooked meats are marked up as are also various lines of bacon, dry salt meats and barrelled pork. Poultry prices are steadily held. Fish markets are quiet and supplies ample with the outlook for a lower price basis this fall.

Hogs Still Firm; Supplies Taken

Montreal.

FRESH MEATS.—The supplies of fresh meats are ample to meet domestic requirements. There has been a steady assimilation of supplies by the packers and all shipments are absorbed promptly. Prices are ruling more steadily and there has been little change excepting a slight lowering of the range quoted. Abattoir-killed stock is selling at $32 to $32.50.

Hogs, live	23 50	23 75
Hogs, dressed—		
Abattoir killed, small, 65-90 lbs.	32 00	32 50
Sows (heavy)	26 50	27 00
Fresh Pork—		
Leg of Pork (trimmed) (foot on)	....	0 40
Loins (trimmed)	....	0 45
Loins (untrimmed)	....	0 42
Spare ribs	0 25	0 26
Trimmed shoulders	0 30	0 31
Fresh Beef—		
(Cows)	(Steers)	
$.... $0 28 ..Hind quarters..	$....	$0 30
0 14 0 17 .Front quarters.	0 16	0 18
.... 0 28 ..... Loins	....	0 37
.... 0 25 ..... Ribs	....	0 28
.... 0 15 .... Chucks	0 15	0 16
.... 0 26 ..... Hips	....	0 28
Calves (as per grade)	0 22	0 27
Lambs, 30-40 lbs.(whole carcass), lb.	....	0 36
No. 1 Mutton (whole carcass), lb.	....	0 20

Smoked Meats Are Marked Higher

Montreal.

SMOKED AND CURED MEATS.—Owing to a very large demand the sales of smoked and cured meats have been heavier and this has firmed the price basis. Medium hams have been advanced one cent for the 14-20 lb. weights. Plain and roll bacon are advanced 1c to 3c per lb. according to grade. Clear fat backs are up 50c per barrel, while bean pork is up $1.50. The undertone is firm.

Hams—		
Medium, smoked, per lb.—		
(Weights), 12-14 lbs.	....	0 47
14-20 lbs.	....	0 48
25-35 lbs.	....	0 40
20-25 lbs.	....	0 42
Backs—		
Plain (as to trimming)	0 53	0 57
Breakfast, per lb. (as to qual.)	0 50	0 57
Rolls, per lb.	....	0 40
Dry Salt Meats—		
Long clear bacon, ton lots....	0 30½	0 31½
Long clear bacon, small lots..	0 31	0 32
Barrel Pork—		
Fat backs, lb.	....	0 33
Canadian short cut (bbl.) 30-40 pieces	62 00	62 50
Clear fat backs (bbl.) (40-50 pieces	....	70 50
Heavy mess pork (bbl.)	....	54 00
Bean pork (bbl.) (American) (60-80 pieces)	....	56 00

Under Big Demand; Cooked Meats Up

Montreal.

COOKED MEATS. — There has been little let up in the demand for cooked meats and the sales are excellent. Much of the supply goes into consumption at the summer resorts. Jellied ox tongue is up to 70c per lb., pork tongue to 48c and roast and boiled shoulders to 60c per lb. The undertone is a firming one.

Head Cheese	0 13	0 15
Choice jellied ox tongue	....	0 70
Jellied pork tongues	....	0 48
Ham and tongue, lb.	....	0 32
Veal and tongue	....	0 25
Hams, roast	....	0 66
Hams, cooked	....	0 66
Shoulders, roast	....	0 60
Shoulders, boiled	....	0 60
Pork pies (doz.)	....	0 85
Blood pudding, lb.	....	0 12

Lard Price Held On a Firm Basis

Montreal.

LARD.—In view of the fact that pork prices continue to hold firmly lard too has held with a steadiness of undertone. The sales have been seasonably good, and the demand seems to keep regardless of prices being so high. The supplies are reported as adequate.

LARD, pure—		
Tierces, 400 lbs., per lb.	....	0 37½
Tubs, 50 lbs., per lb.	....	0 38
Pails, 20 lbs., per lb.	....	0 38¼
Bricks, 1 lb., per lb.	....	0 39

No Drop in Price Of Shortening

Montreal.

SHORTENING.—Maintaining its high price levels, shortening has continued to sell freely and on a more steadied basis. The demand is apparently likely to continue for the present and the supplies just now are in good shape to meet existing requirements.

SHORTENING—		
Tierces, 400 lbs., per lb.	....	0 31
Tubs, 50 lbs., per lb.	....	0 31½
Pails, 20 lbs., per lb.	....	0 31¾
Bricks, 1 lb., per lb.	....	0 33

Cheese Has Eased During the Week

Montreal.

CHEESE. — While there is a more steadied condition now, owing to the fixing of buying prices by the British Ministry of Food, the price of cheese has been lowered considerably within the past two weeks, and prices are considerably less than they were. For new cheese supplies are now quoted at 28c and there is no dearth of supplies. The producers seem more or less dissatisfied with the prices obtainable from exporters and still this will not be remedied, it is probable. The British market will absorb cheese from Canadian producers, according to the latest arrangements, on the basis of 25c per lb., Montreal freight, and on this basis between 18,000 and 20,000 boxes were sold this week at one cold storage plant here. The domestic selling basis is therefore now more likely to be stabilized, and even lower prices may be fixed for local trade.

CHEESE—		
New, large, per lb.	....	0 28
Twins, per lb.	....	0 28
Triplets, per lb.	....	0 28
Stilton, per lb.	....	0 32
Fancy, old cheese, per lb.	....	0 35

Butter is Steady Without Changes

Montreal.

BUTTER.—The market is a steadied one and the basis quite unchanged from last week. Supplies have been coming to hand rather freely and these are taken up promptly at full prices. The outlook is favorable for a large make of finest creamery for some time yet.

BUTTER—		
Creamery prints, fresh made..	....	0 56
Creamery solids, fresh made...	....	0 55
Dairy prints	0 45	0 48
Dairy, in tubs, choice	0 44	0 47

Margarine Unmoved In Matter of Price

Montreal.

MARGARINE. — There has been no change in the basis for margarine and supplies still are going out to the trade in limited quantities. The undertone is unchanged and prices may remain quite near the present level unless there be changes in butter price.

MARGARINE—		
Prints, according to quality, lb.	0 36	0 37
Tubs, according to quality, lb.	0 32	0 34

Despite Big Receipts Eggs Have Held Up

Montreal.

EGGS.—The season's receipts of eggs are considerably greater than those for the same period of 1918 and yet prices continue to hold. There is a big consumptive demand from all parts and the better eggs are still in favor with the consumer. A slight firming of price was made on number two grade, which are now quoted 45c.

EGGS—		
No. 2	....	0 45
No. 1	....	0 52
Selects	....	0 58
New laids	....	0 62

Continuous Sales Hold Poultry Up

Montreal.

POULTRY.—The receipts of poultry from the country continue to be rather heavy and still the demand is large and takes care of incoming supplies quite readily. Live shipments are especially heavy. The price basis has, as a consequence of heavy demand, continued to rule steady and holds unchanged.

POULTRY (dressed)—		
(Selling Prices)		
Chickens, roast (3-5 lbs.)	0 40	0 41
Chickens, roast (milk fed)	0 45	0 46
Broilers (3-4 lb. pr.)	0 44	0 47
Ducks—		
Brome Lake (milk fed green)	....	0 46
Young Domestic	0 38	0 40
Turkeys (old toms), lb.	....	0 49
Turkeys (young)	....	0 50
Geese	0 30	0 31
Old fowls (large)	....	0 34
Old fowls (small)	....	0 30
POULTRY (live)—		
(Buying Prices)		
Live—Old fowl	0 33	0 35
Roasters	0 23	0 24
Turkeys	....	0 40
Broilers	0 33	0 40

Conditions Favor Lower Fish Prices

Montreal.

FISH.—While prices are not changed very materially this week, the forecast of a prominent fish importer is that more favorable prices will prevail this fall. For the past two weeks fishing on the east coast has not been up to the average at this season, but there are fair supplies notwithstanding. Trade is seasonably quiet. The average reports from producing points are quite satisfactory.

FRESH FISH		
Carps, per lb.	0 11	0 12
Dore	....	0 22
Eels, lb.	....	0 12
Bullheads (dressed)	....	0 15
Gaspereaux, each	....	0 07
Haddies	0 12	0 13
Fillet Haddies	....	0 20
Haddock	....	0 09
Halibut, Eastern	0 24	0 24
Halibut, Western	0 23	0 24
Steak, cod	0 10	0 12
Market cod	0 07	0 08
Flounders	....	0 09
Prawns	....	0 30
Pike, per lb.	0 12	0 13
Live lobsters	0 48	0 50
Boiled lobsters	....	....
Salmon (B.C.), per lb., Red	0 30	0 32
Salmon, Gaspe	0 40	0 45
Shad	....	0 13
Skate	....	0 17
Lake Trout	....	0 20
Mackerel	....	0 18
Shrimps	0 35	0 40
Whitefish	0 17	0 18
Trout, brook	....	0 40
FROZEN FISH		
Gaspereaux, per lb.	0 06½	0 07
Halibut, large and chicken	0 19	0 20
Halibut, Western	0 20	0 21
Halibut, medium	0 21	0 22
Haddock	0 06	0 06½
Mackerel	0 14	0 15
Dore	0 14	0 15
Smelts, No. 1, per lb.	0 12	0 13
Smelts, No. 2, per lb.	0 07	0 08
Pike, Headless and Dressed	0 10	0 11
Market Cod	....	0 05½
Whitefish, small	0 11	0 12
Sea Herrings	0 07½	0 08
Steak Cod	....	0 08
Gaspe Salmon, per lb.	0 24	0 25
Salmon Cohoes, round	0 17½	0 18
Salmon, Qualla, Hd. and Dd.	0 13	0 14
Whitefish	0 15	0 16
Smelts, extra large	....	0 22
Lake Trout	0 19	0 20
Lake Herrings, bag, 100 lbs.	....	6 00
Alewires	0 05½	0 06
SALTED FISH		
Codfish—		
Codfish, large bbl., 200 lbs.	....	18 00
Codfish, No. 1, medium, bbl., 200 lbs.	18 00	....
Codfish, No. 2, 200 lb. barrel	17 00	....
Pollock, No. 1, 200 lb. barrel	....	15 00
Codfish, strip boneless (30-lb. boxes), lb.	0 20	0 22
Codfish (boneless) (24 1-lb. cartons)	....	0 20
Codfish (Ivory) (2-lb. blocks, 20-lb. bx)	....	0 18
Boneless cod (2-lb.)	....	0 23
Shredded codfish (12-lb. box)	....	2 50
Dried codfish (100-lb. bbl.)	....	16 00
PICKLED FISH		
Herrings (Scotch cured), barrel.	11 25	12 00
Scotia, barrel	....	12 00
Do., half barrel	....	6 25
Mackerel, barrel	....	34 00
Salmon, Labrador (200 lbs.)	....	26 00
Salmon, B.C. (200 lbs.)	....	24 50
Sea Trout (200-lb. bbls.)	....	25 00
Turbot (200 lbs.)	....	17 00
Codfish, tongues and sound, lb.	....	0 15
Eels, lb.	0 16	0 17
OYSTERS		
Cape Cod, per barrel	....	16 00
Batouche, per barrel	....	15 00
Scallops, gallon	....	4 50
Can No. 1 (Solids)	....	2 50
Can No. 3 (Solids)	....	7 50
Can No. 5 (Solids)	....	12 50
Can No. 1 (Selects)	2 50	3 00
Can No. 3 (Selects)	....	9 00
SUNDRIES		
Paper Oyster Pails, ⅛ per 100		1 75
Crushed Oysters Shell, 100-lbs.		$1 60
Paper Oyster Pails, ¼-lb. per 100		2 25

ONTARIO MARKETS

TORONTO, August 1—The feature of the Ontario produce markets this week is the sharp decline in the price of cheese. Buyers are only paying 25 cents on the boards for it, and quotations to the retail trade are correspondingly lower. Butter is firm, and eggs are also very strong. All pork products are high, and live hogs continue at record figures.

Fresh Meats Holding Firm

Toronto.

FRESH MEATS. — Quotations on fresh meats are steady for the most part, with demand for the same fairly moderate. The strong position of the Canadian hog market keeps all prices of fresh pork at very high levels. Legs of pork up to 18 lbs. are selling at from 39c to 42c per lb., and tenderloin at from 43c to 45c. Live hogs this week are selling around $24 on the fed and watered basis. These prices have been ruling now for some weeks, and indications point to a continuation of a very strong market. Fresh beef, too, is selling at strong figures.

FRESH MEATS		
Hogs—		
Dressed, 70-100 lbs., per cwt.	....	$30 00
Live, on cars, per cwt.	....	24 75
Live, fed and watered, per cwt.	....	24 25
Live, f.o.b., per cwt.	....	23 25
Fresh Pork—		
Legs of pork, up to 18 lbs.	0 39	0 42
Loins of pork, lb.	0 42	0 43
Tenderloins, lb.	0 43	0 45
Spare ribs, lb.	0 14	0 15
Picnics, lb.	0 28	0 32
New York shoulders, lb.	0 27	0 29
Montreal shoulders, lb.	0 29	0 32
Boston butts, lb.	0 35	0 37
Fresh Beef—From Steers and Heifers—		
Hind quarters, lb.	0 25	0 32
Front quarters, lb.	0 14	0 17
Ribs, lb.	0 22	0 28
Chucks, lb.	0 10	0 13
Loins, whole, lb.	0 32	0 35
Do., whole, lb.	0 30	0 38
Hips, lb.	0 25	0 27
Cow beef quotations about 2c per lb. below above quotations.		
Calves, lb.	0 27	0 32
Lambs, whole, lb.	0 28	0 30
Spring lamb	0 38	0 40
Sheep, whole, lb.	0 16	0 22

Above prices subject to daily fluctuations of the market.

Provisions Show Advances

Toronto.

PROVISIONS.—Advances of one and two cents per lb. are noted on several lines of provisions. The strong position of the market for live hogs is keeping all pork and pork products at very high levels. Breakfast bacon is selling around 51c per lb. Long clear bacon is quoted slightly higher at from 34c to 35c per lb.

Hams—		
Medium	0 46	0 49
Large, per lb.	0 42	0 44
Backs—		
Skinned, rib in.	0 52	0 55
Boneless, per lb.	0 55	0 58
Bacon—		
Breakfast, ordinary, per lb.	0 48	0 51
Breakfast, fancy, per lb.	0 57	0 59
Roll, per lb.	....	0 38
Wiltshire (smoked sides), lb.	0 41	0 42
Dry Salt Meats—		
Long, clear bacon, av. 50-70 lbs.	0 34	0 35
Do., av. 70-100 lbs.	0 28	0 30
Fat backs, 16-20 lbs.	0 33	0 36
Out of pickle, prices range about 2c per pound below corresponding cuts above.		
Barrel Pork—		
Mess pork, 200 lbs.	....	0 58
Short cut backs, bbl., 100 lbs.	....	64 00
Pickled rolls, bbl., 200 lbs., heavy	....	66 00
Do., do., do., lightweight	....	66 00

Above prices subject to daily fluctuations of the market.

Cooked Meats In Active Demand

Toronto.

COOKED MEATS. — The continued heavy demand for all cooked meats keeps quotations on the same strong levels. Boiled hams are selling at from 65c to 66c per lb., and roast hams at the same figures. Roasted shoulders are bringing 53c and 54c per lb. Choice jellied ox tongue is selling at from 65c to 68c per lb.

Boiled hams, lb.	0 65	0 66
Hams, roast, without dressing, lb.	0 65	0 66
Shoulders, roast, without dressing, per lb.	0 53	0 54
Head Cheese, 6s, lb.	0 14	0 15
Meat Loaf with Macroni and Cheese, lb.	....	0 28
Choice jellied ox tongue, lb.	0 65	0 68
Pork and Tongue, lb.	0 48	0 52

Above prices subject to daily fluctuations of the market.

Butter Holds At Strong Prices

Toronto.

BUTTER.—There continues to be a strong market in butter. Prices are unchanged but are very firm. Dealers are paying 52c per lb., for the prints and from 51c to 51½c for the solids at the creameries. It is selling to the retail trade at from 54c to 55c per lb. There

is not a great deal of butter being exported at the present time.

Creamery prints (fresh made)	0 54	0 55
Creamery solids (fresh made)	0 53	0 54
Dairy prts., fresh separator, lb.	0 47	0 48
Dairy prints, No. 1, lb.....	....	0 45

Cheese Shows Sharp Decline

Toronto.

CHEESE.—Sharp declines have taken place in cheese. New large cheese are selling to the trade at 28c per lb., and the stiltons at 29c. Buyers are only paying 25c per lb. on the boards for it. The decline is due to the action of the British authorities, who have fixed a price of 25c, at which figure cheese is to be bought in Canada.

Cheese—		
New, large	....	0 28
Stilton (new)	....	0 29

Twins ½c lb. higher than large cheese. Triplets 1½c higher than large cheese.

Margarine Steady and Firm

Toronto.

MARGARINE. — There is a fairly moderate demand for margarine. While the inquiry is not as great as it was a few months ago, when butter was selling at very high prices, sales are fairly active. Prices are unchanged and firm.

Margarine—		
1-lb. prints, No. 1	0 35	0 36
Do., No. 2	0 32	0 34
Do., No. 3	0 28	0 29

Solids 1c per lb. less than prints.

American Eggs Coming on Market

Toronto.

EGGS.—There is a very big demand for eggs, and in the face of a lighter production prices are ruling at strong figures. New laids in cartons are selling at from 58c to 60c per doz., and new laids at from 53c to 55c. For domestic eggs, dealers have to pay from 48c to 49c per doz. Considerable quantities of American eggs are being brought into Toronto. These are being bought at 43c per doz. at Chicago.

Eggs—		
New laids, in cartons, doz....	0 58	0 60
New laids, doz.	0 53	0 55

Prices shown are subject to daily fluctuations of the market.

Lard Ruling At High Levels

Toronto.

LARD.—The market for lard is very firm with demand active. It is ruling at high levels, selling from 36¾c to 37c per lb.

Lard, tierces, 400 lbs., lb.	0 36¾	0 37

In 60-lb. tubs, ½c higher than tierces, pails ¾c higher than tierces, and 1-lb. prints, 2c higher than tierces.

Shortening is Ruling Strong

Toronto.

SHORTENING.—Quotations on shortening are ruling very strong, and some slight advances are noted. Shortening is selling from 31¾c to 32c per lb. There is an active inquiry for the same.

Shortening—		
Tierces, 400 lbs., lb.	0 31¾	0 32

Fresh Poultry is Arriving Freely

Toronto.

POULTRY. — There continues to arrive fairly good quantities of fresh poultry. There is a brisk demand for all offered. Spring chickens are selling at around 50c and 55c per lb. dressed, and ducklings at from 35c to 40c. Frozen poultry is still supplying a good deal of the inquiry, but receipts of fresh stuff are on the increase.

Prices paid by commission men at Toronto:

	Live	Dressed
Tierces 400 lbs., lb.	0 31½	0 32
Turkeys, old, lb.	0 25	0 30
Do., young, lb.	0 30	0 35
Roosters, lb.	0 22	0 25
Fowl, over 4½ lbs.	0 30	0 30
Fowl, under 4½ lbs.	0 27	0 27

Prices quoted to retail trade:—

	Dressed	
Hens, heavy	$....	$0 35
Do., light	....	0 33
Chickens, spring	0 50	0 55
Ducklings	0 35	0 40
Turkeys	0 35	0 45

Demand For Fish Is a Little Quiet

Toronto.

FISH.—Prices are ruling steady on the Toronto fish market. Demand is inclined to be quiet and there are comparatively few changes in the price list. Fresh fish, both sea and lake kinds, are coming forward in good quantities. Fresh Restigouche salmon is selling at from 30c to 35c per lb.

FRESH SEA FISH		
Cod Steak, lb.	$0 11	$0 12
Do., market, lb.	0 09	0 10
Haddock, heads off, lb.	....	0 10
Halibut, chicken	0 21	0 22
Do., medium	0 22	0 23
Flounders, lb.	0 07	0 10
Salmon, Restigouche	0 30	0 35
FROZEN SEA FISH		
Salmon	....	0 30
Herring	0 09	0 10
FRESH LAKE FISH		
Lake herring, round lb.	....	0 10
Do., dressed, lb.	0 11	0 12
Trout, lb.	0 15	0 16
Whitefish, lb.	0 11½	0 15
Mullets, lb.	....	0 05
Fresh pickerel	0 15	0 16
Ciscoes	....	0 16
Pike	0 09	0 10
Fresh mackerel	....	0 10

WINNIPEG MARKETS

Butter Market Will Stay Firm

Winnipeg.

BUTTER.—Creamery butter is firm and prospects are that the market will continue firm for some time. Prevailing quotations on No. 1 creamery range from 52 to 54c per lb. Prices on packing stock are now 44c per lb.

Eggs Firm ; Receipts Light

Winnipeg.

EGGS.—The egg market is firmer, due to a very heavy demand and a falling off of receipts. Eggs coming to market at present are very poor in quality, due to the hot weather. Prices still show a very wide range according to quality.

Maintain High Pork Quotations

Winnipeg.

HOGS.—The local hog market is very firm and present prices on pork products will likely hold firm during the summer and fall. Prevailing quotations on hogs are from $22.00 to $22.50.

A Sharp Decline in Cheese

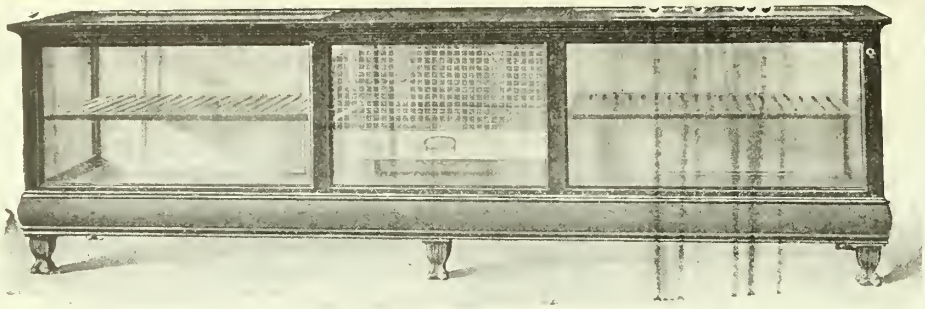
British Buyers Are Instructed Not to Pay More Than 25 Cents For It at Montreal

During the past week, cheese on the Canadian market has declined to 25 cents per pound. No higher figure is being paid on the cheese boards throughout the country. Following the removal of the fixed price of 24½ cents, on the basis of delivery, at Montreal, there was a steady advance in the bidding, and buyers were paying as high as 31 cents for it at Montreal. As most of Canada's cheese is exported, British buyers being the biggest purchasers of the same, the action of British authorities in fixing the price to be paid at Montreal at 25 cents is the deciding influence in the market. The likelihood of this lower price is not at all approved of by Canadian makers. In London cheese is selling at 36 cents to the consumer, and many of the cheese men believe that there is too great a spread between the selling figure and the price being paid here. Pre-war prices of cheese were around 12½ cents.

Canada's consumption of cheese is only a very small percentage of the Dominion's total output, and consequently the export price is the ruling factor. The decline in the price of cheese may have an influence on the butter market, if in view of the lower prices prevailing for cheese, there might be a curtailment in production, and a consequent increase in the butter output.

BRITISH COLUMBIA FIRM OPENS OFFICES IN LONDON

J. Howard O'Loane, until recently in charge of the Continental Brokerage Co., Seattle, which is the United States office of O'Loane, Kiely & Co., Ltd., Vancouver, leaves Montreal this week for London, England, where he will open offices for O'Loane, Kiely & Co., Ltd. This office will also represent Rothwell & Co., of Seattle, selling vegetable oils, etc.; C. H. Lilly & Co., Seattle, seeds, grains, etc.; The Vancouver Milling & Grain Co., Ltd., Vancouver, flour, beans, etc., as well as several canners and packers.



ARCTIC COUNTER REFRIGERATOR--MADE IN TWO SIZES

Write for Free Catalogue and Prices.

JOHN HILLOCK & CO., LIMITED, Office, Showrooms and Factory: 154 GEORGE ST., TORONTO

AGENCIES:—A. Tilley, 54 McGill College Ave., Montreal; Geo. Cameron, Sparks St., Ottawa; J. McMillan, 200 Main St., Winnipeg; Western Butchers Co., Regina, Sask.; M. E. Watt, 572 Knox St., Vancouver, B.C.

Merchants Everywhere Want this Splendid Sales Bringer

Out in the small towns and thinly populated districts merchants are as keen for the Arctic Counter Refrigerator as those in the large cities, for the Arctic will improve sales and attract new trade wherever it is located. Eliminates waste and adds greatly to the appearance of any store. Costs little and lasts a lifetime.

LARD

A good time to buy lard. And when you buy—buy "Star" Brand. There will be a big demand for lard to go to Europe—prices will be higher.

Made Under Government Inspection

F. W. FEARMAN CO.
LIMITED
HAMILTON

57 57

HEINZ
Advertising Service

brings good results to the live, wide-awake merchant who is in the field to gain a reputation for reliability and fair dealing. Feature Heinz 57 Varieties with our advertising signs and displays—let your customers know you carry quality products. Win the confidence of your trade and increase your number of satisfied buyers.

H. J. HEINZ COMPANY

All Heinz goods sold in Canada are made in Canada

57 57

When in Doubt Try the "Want Ad' Page

Every week this page is being used to splendid advantage by others. If you have something to sell, or you want to buy a business, fixtures or equipment—or maybe you want a clerk, a traveller—try it out.

Two cents per word first insertion, and one cent per word for each subsequent insertion, and five cents extra per insertion for Box No. Payable in advance.

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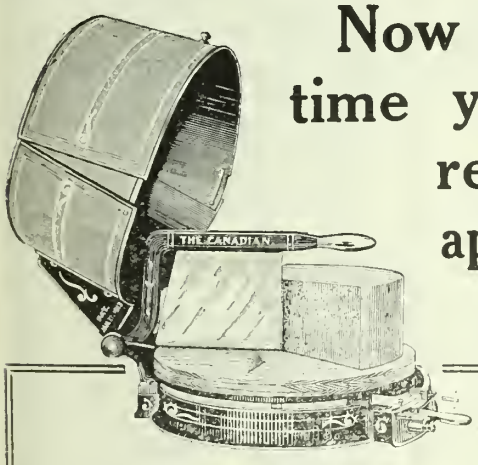
A Suggestion of Real Economy

will be appreciated by your customers, especially when the cost of living is so high. "Easifirst" is decidedly economical; why not suggest it? It makes satisfied and permanent customers.

How is Your Stock?

Phone Junction 3400

GUNNS LIMITED
WEST TORONTO



The CANADIAN Open

Now is the time you will really appreciate it.

If you have been wise and installed that "Canadian Cheese Cutter" on your counter you need not worry about possible loss of profit from slow service during a rush.

You can absolutely rely on its accuracy and quick-cutting qualities, which will enable you to satisfactorily handle any extra rush business.

"The Canadian" cuts clean and quick in 5c, 10c, 15c and 20c slices, or by weight in ¼, ½ and one pound cuts.

No up-to-date dealer can afford to be without the "Canadian." Only $18.00.

The Computing Cheese Cutter Co.
WINDSOR, ONT.

COSGRAVE'S PURE Malt Vinegar

It pays you best to sell branded, guaranteed goods. That's why you ought to sell COSGRAVE'S PURE MALT VINEGAR.

Attractively Labeled Bottles—2 Sizes

RETAIL PRICES:

Large Bottle 25c. Small Bottle 15c.

100% Pure ***Well Advertised***

ASK YOUR JOBBER FOR IT

Odd, Isn't It

—that some people think of advertising as a means of benefiting only the seller, when its basic function **must be** to render a necessary service to the buyer, else it could not exist. Merchandise lives or dies as it does or does not meet a human need. Advertising is subject to the same law of service. The real measure of its value is what it **gives,** not what it gets.

In the light of these truths, the marvellous growth of advertising in itself, is an impressive demonstration of its essential character in our economic system.

But you are not interested in **all** advertising any more than you are in all merchandise. That is one big reason why you have a highly specialized Business Paper in your field such as the one carrying this advertisement. It was born of your needs, not of any man's desire to be a publisher.

How It Works for You

What it does for you and your field editorially is self evident, but its **ad**itorial service is just as vital. Instead of a buyer having to depend upon gossip, hearsay and driblets of information from this or that source, he gets it all between two covers.

Timely, authoritative, comprehensive statements about needed materials pass in review as the advertising pages are turned. Confident judgments can be formed, and intelligent decisions made.

Yet advertising is NOT an **added** expense, but an improved distributive process, which takes the place of slower, more costly and less efficient methods.

That is why it pays to **read** advertising even more than it pays to advertise. Especially if you read it in papers which have met the exacting requirements of membership in The Associated Business Papers, Inc., for one of its standards of practice requires that a paper must **decline any advertisement which has a tendency to mislead or which does not conform to business integrity.**

You are invited to consult us freely about Business Papers or Business Paper advertising.

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Each has subscribed to and is maintaining the highest standards of practice in their editorial and advertising service.

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American Blacksmith
American Exporter
American Funeral Director
American Hatter
American Machinist
American Paint Journal
American Paint and Oil Dealer
American Printer
American School Board Journal
Architectural Record
Automobile Dealer and Repairer
Automobile Journal
Automotive Industries
Bakers Weekly
Boot and Shoe Recorder
Brick and Clay Record
Buildings and Building Management
Bulletin of Pharmacy
CANADIAN GROCER
Canadian Railway and Marine World
Candy and Ice Cream
Chemical & Metallurgical Engineering
Clothier and Furnisher
Coal Age
Coal Trade Journal
Concrete
Cotton
Daily Iron Trade & Metal Market Report
Domestic Engineering
Dry Goods Economist
Drygoodsman
Dry Goods Reporter
Electric Railway Journal
Electrical Merchandising
Electrical Record
Electrical Review
Electrical World
Embalmers' Monthly
Engineering World
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Lumber Trade Journal
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THE ASSOCIATED BUSINESS PAPERS, Inc.

JESSE H. NEAL, *Executive Secretary*

HEADQUARTERS: 220 West 42nd Street NEW YORK CITY

Holidays

Our boys are again away for their annual vacation.

Absolutely necessary, these days of fierce competition that business people have a cessation from work--a breathing spell, wherein they can feel free from the anxieties and cares which are bound up with the activity of now-a-day business. You who are in business can easily appreciate the conditions, and welcome the opportunity to help the good work along, by sending orders for your immediate requirements by mail, telegraph or telephone and be sure to do it at our expense, because there is nothing we like much better than paying the expense of any orders sent us in this way. Look over this little list and perhaps there may be something here that will prompt you to send us an order.

Thompson Seedless	25s	19
Sun Maid "	15oz.	21
Griffin "	15oz.	21
" "	11oz.	17
Oregon Prunes 40-50	25s	30
Santa Clara Prunes 60-70	50s	24½
Libby's Alaska Red Salmon	1s	3.95
Courtier " "	1s	3.75
Choice Blue Rose Rice	100s	15½
Fancy " " "	100s	16½
Choice Japan "	50s	14½
Penang Med. Prl. Tapioca		14
Singapore Seed " "		12

H. P. ECKARDT & CO

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CHURCH STREET & ESPLANADE TORONTO

You can always depend on the quality of Hatton's Fish

And Service Unequalled

Send along your next fish order and let us show you what quality fish really means in the matter of better profits.

In dealing with us you are dealing with the old reliable fish supply house whose fish supplies are drawn from selected catches at the best Lake and Coast Points in North America.

Our stocks are always reliable. Our supplies are always sufficient.

SEND IN YOUR ORDER NOW

D. Hatton Company

MONTREAL

Established 1874

C.G. Ad. Service

Supply All Colors

Make More Sales

Carry the Complete Line

Sunset Soap Dyes

Twenty-two standard colors, including Black, Navy Blue and other dark colors. Sunset colors are fast and only one simple operation is necessary to clean thoroughly and dye all fabrics.

Sunset is a Real Dye, honestly and extensively advertised, and sure to please your best trade: all colors can be supplied immediately. The spring and summer demand will be heavy—due to the high cost of clothing of every sort. Be prepared—order a gross packed in an attractive counter display and let it make sales for you. Sunset selling at 15c pays you more profit than any other dye.

North American Dye Corporation

New Corporate Name of SUNSET SOAP DYE CO.

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Sales Representatives for U.S. and Canada:

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(Fruit Merchants) Ltd.

40-41-42, KING WILLIAM ST.
LONDON, E.C. 4, ENGLAND

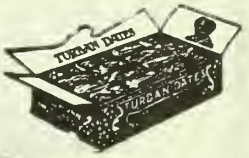
Cables: "Loudly, London"
Codes (Private): A.B.C. 4th and 5th Editions, Western Union and Bentleys.

Direct Shippers

Portuguese Sardines, French Sardines, Norwegian Brisling, Sild, Herrings, &c; Dried Fruits, Currants, Dates, Raisins, Evaporated Fruits; Almonds and Nuts of all kinds, Shelled and Prepared Almonds; Almonlike (substitute for Prepared Almonds); Shelled Walnuts and Kernels; Spices; Rices, Tapiocas, &c.; Confectionery, Chemicals, &c.

Proprietors of

Turban BRAND BUSREH Dates



IN CARTONS. Cases each 60 nominal pounds

Turban COMPLETE Puddings

Whole Rice Custard
Barley Flake Custard
Sago Custard
Ground Rice Custard
Tapioca Custard
Semolina Custard

All ingredients in the packet. No Eggs, Sugar or Milk required. A quart of water and a packet of Turban gives a rich milky pudding for six persons. Cases each 6 dozen assorted.

OBAYO REAL SARDINES

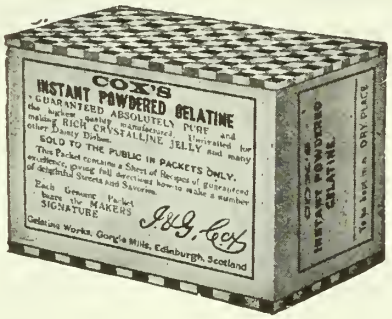
The Élite of the Sea

Guaranteed real Sardines, carefully packed in pure oil. Of high grade quality and fine flavor. Attractive gold and blue labels.

Packed in following sizes, 22 m/m. ¼-club. Nominal 10 oz. 12 oz. and 18 oz. All with keys.

Special Quotations upon Application.

COX'S
Instant Powdered
GELATINE


COX'S
INSTANT POWDERED GELATINE
GUARANTEED ABSOLUTELY PURE
SOLD TO THE PUBLIC IN PACKETS ONLY.
J. & G. Cox
Gelatine Works, Gorgie Mills, Edinburgh, Scotland

Housewives
from every part of CANADA are using
Cox's Gelatine

It makes delicious Desserts used with all kinds of Fresh Fruits

Recommend it to your customers. Be sure that you have a good stock on hand as there is a big demand during the warm weather.

ALL BRITISH MADE

AGENTS :

ARTHUR P. TIPPET & CO.
Montreal and Toronto
Vancouver
Martin & Robertson, Ltd.

Winnipeg and Manitoba
Tees & Persse, Ltd.

$15 a week saved by Walker Bin Equipment

In Mr. Benson's store at Guelph, Ont. (illustrated at left), Walker Bin Fixtures save about $15 a week in wages and saving of foodstuffs. In 10 years this $15 a week would pay for his original investment five times over. And look at the appearance of the store. Isn't it just the sort of interior to attract trade and hold it, too?

You can make your store like Benson's. You can save money like Benson. Let us tell you how. Send your floor plan and measurements.

THE
Walker Bin & Store Fixture Co., Limited
KITCHENER, ONT.

Put A Krackley-Nut Package In Every Picnic Basket

Krackley-Nut is just the thing for the outing party.

A delicious, wholesome confection, put up in an air-tight package that will open up as fresh and as crisp as the day it was made.

And the package is a big, spunky looking fellow with a handsome colored label that grabs the attention of young and old.

Get your jobber to ship you a case of Krackley-Nut to-day. Set up a few packages on a corner of your counter. Then note the "Cash and Carry" orders. Packed in 25's, 50's, 100's and gross cases.

O-Pee-Chee Gum Co.

Limited

LONDON CANADA

By Appointment to H.M. King George V.

From War to Peace

The war restrictions on the shipment of Biscuits having been removed,

Huntley & Palmers Biscuits

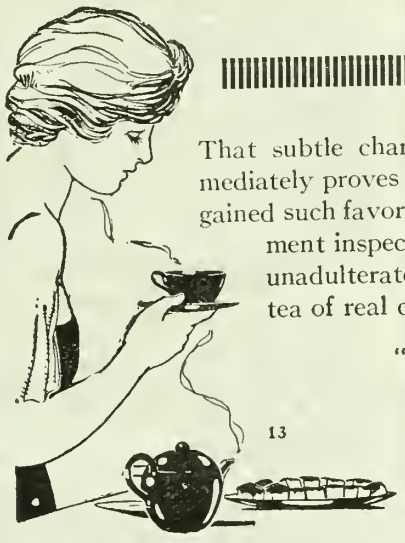
are once again being sent to all parts of the world. They are of the same standard of

Unrivalled Quality

as in the past, and to prevent disappointment, the public should place their orders at once with their usual suppliers.

HUNTLEY & PALMERS LTD.
Biscuit Manufacturers
READING & LONDON
ENGLAND

JAPAN TEA



That subtle charm in each cup immediately proves why Japan Tea has gained such favor in Canada. Government inspected — uncolored and unadulterated — Japan Tea is a tea of real cup quality.

"Over our tea — quaffing the sovereign drink of pleasure and health."

—Brady.

13

A good Japan Tea display is always timely and always worth while.

The quality of this delicious product of the Flowery Kingdom can be depended upon to satisfy the most particular Tea drinker.

There are many in your community who will buy Japan Tea from you. The demand is growing daily.

Why not prepare to get your share of it?

SIFTO
SALT IT FLOWS
BEST FOR TABLE USE
Here are two satisfying Salt brands—satisfying in sales—satisfying in results to the consumer. Snappy, steady advertising in the big papers keeps them well to the front. Here are two Salt "winners" you cannot afford to overlook. Stock them both.
SIFTO
FINE SALT
CENTURY TABLE SALT
THE DOMINION SALT CO. LIMITED SARNIA, ONTARIO
CENTURY SALT BEST FOR GENERAL USE
If your jobber cannot supply you we invite your inquiry, when price lists and full information will be promptly sent you.
DOMINION SALT CO., Limited SARNIA, Canada
Manufacturers and Shippers

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Circulation Department

"CANADIAN GROCER"

153 UNIVERSITY AVENUE, TORONTO ONTARIO

Telephone Main 7324

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $83.20 PER INCH PER YEAR

JAMS

DOMINION CANNERS, LTD.
Hamilton, Ont.

"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vav top Glass Jars, 16 oz. glass, 2 doz. case.	Per doz.
Blackberry	$3 35
Currant, Black	3 95
Pear	3 25
Peach	3 25
Plum	2 95
Raspberry, Red	3 95
Apricot	3 35
Cherry	3 45
Gooseberry	3 35

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	$2 30
12 oz. Glass, Screw Top, 2 doz. in case	2 55
16 oz. Glass, Screw Top, 2 doz. in case	3 25
16 oz., Glass, Tall, Vacuum, 2 doz. in case	3 25
2's Tin, 2 doz. per case	5 10
4's Tins, 12 pails in crate, per pail	0 82
5's Tin, 8 pails in crate, per pail	1 01
7's Tin or Wood, 6 pails in crate	1 42
30's Tin or Wood, one pail in crate, per lb.	0 20

PORK AND BEANS "DOMINION BRAND"

	Per doz.
Individual Pork and Beans, Plain, 75c, or with Sauce, 4 doz. to case	$0 85
1's Pork and Beans, Flat, Plain, 4 doz. to case	0 92½
1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case	0 95
1's Pork and Beans, Tall, Plain, 4 doz. to case	0 95
1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to the case	0 97½
1½'s (20 oz.) Plain, per doz.	1 25
Tomato or Chili Sauce	1 27½
2's Pork and Beans, Plain, 2 doz. to the case	1 50
2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case	1 52½
2½'s Tall, Plain, per doz.	2 00
Tomato or Chili Sauce	2 35

Family, Plain, $1.75 doz.; Family, Tomato Sauce, $1.95 doz.; Family, Chili Sauce, $1.95 doz. The above 2 doz. to the case.

CATSUPS—In Glass Bottles

	Per doz
½ Pts., Aylmer Quality	$1 90
Pts., Aylmer Quality	2 35
	Per jug.
Gallon Jugs, Aylmer Quality	1 62½
	Per doz.
Pints, Delhi Epicure	2 70
½ Pints, Red Seal	1 45
Pints, Red Seal	1 90
Qts., Red Seal	2 45
Gallons, Red Seal	6 45

BORDEN MILK CO., LTD.,
180 St. Paul St. West,
Montreal, Can.

CONDENSED MILK

Terms, net, 30 days.

Eagle Brand, each, 48 cans	$9 60
Reindeer Brand, each 48 cans	9 15
Silver Cow, each 48 cans	8 40
Gold Seal, Purity, each 48 cans	8 25
Mayflower Brand, each 48 cans	8 25
Challenge Clover Brand, each 48 cans	7 75

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	$6 90
Jersey Brand, Hotel, each 24 Cans	7 00
Peerless Brand, small, each 24 cans	3 15
St. Charles Brand, Tall, each 48 cans	6 90
Jersey Brand, Tall, each 48 cans	6 90
Peerless Brand, Tall, each 48 cans	6 90
St. Charles Brand, Family, 48 cans	6 50
Jersey Brand, Family, each 48 cans	5 75
Peerless Brand, Family, each 48 cans	5 75
St. Charles Brand, small, each 48 cans	2 90
Jersey Brand, small, each 48 cans	2 90
Peerless Brand, small, each 48 cans	2 90

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	$6 50
Reindeer Brand, small, each 48 cans	6 50
Regal Brand, each 24 cans	5 90
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. CLARK, LIMITED,
MONTREAL.

Compressed Corn Beef—½s, $2.95; 1s, $4.95; 2s, $9.45; 6s, $34.75.
Lunch Ham—1s, $6.95; 2s, $13.85.
Ready Lunch Beef—1s, $4.95; 2s, $9.
English Brawn — ½s, $2.95; 1s, $4.45; 2s, $8.95.
Boneless Pig's Feet—½s, $2.95; 1s, $4.45; 2s, $8.95.
Ready Lunch Veal Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Beef-Ham Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Beef Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Asst. Loaves — ½s, $2.50; 1s, $4.50.
Geneva Sausage—1s, $4.45; 2s, $8.75
Roast Beef—½s, $2.95; 1s, $4.95; 2s, $9.45; 6s, $34.75.
Roast Mutton—1s, $6.35; 2s, $11.95; square cans, $45.
Boiled Mutton—1s, $6.35; 2s, $11.95; 6s, $45.
Jellied Veal—½s, $3.35; 1s, $4.95; 2s, $9.25.
Cooked Tripe—1s, $2.95; 2s, $4.95.
Stewed Ox Tail—1s, $2.35; 2s, $4.45.
Stewed Kidneys—1s, $4.45; 2s, $8.45.
Mince Collops—½s, $1.95; 1s, $3.90; 2s, $6.85.
Sausage Meat—1s, $3.95; 2s, $7.95.
Corn Beef Hash — ½s, $1.95; 1s, $3.95; 2s, $5.90.
Beef Steak and Onions—½s, $2.95; 1s, $4.95; 2s, $8.95.
Jellied Hocks—2s, $9.45; 6s, $30.
Ox Cheek Stew—1s, $2.95; 2s, $5.95.
Cambridge Sausage—1s, $4.45; 2s, $8.75.
Boneless Chicken—½s, $5.95; 1s $9.95.
Boneless Turkey — ½s, $5.95; 1s, $9.00.
Ox Tongue—½s, $4.95; 1s, $12.00; 1½s, $18.50; 2s, $23.95; 3½s, $44.00; 6s, $60.00.
Lunch Tongue—½s, $4.90; 1s, $10.45.
Mince Meat (Tins)—1s, $2.90; 2s, $4.00; 5s, $12.90.

Fine Full Flavored Dressings

ROYAL SALAD DRESSING AND ROYAL MAYONNAISE

You can guarantee flavor and quality to the last drop when the name "Royal" is on the label.

Salads make ideal substitutes for high-priced meats and the two Royals make the most pleasing salad dressings.

Start sales with a good counter display.

Horton-Cato Manufacturing Co.
WINDSOR, ONTARIO

Grocers Would Rather Sell

Purity Flour than an unfamiliar brand because they are aware of Purity's popularity among their customers.

Grocers make the same profit on Purity Flour and they sell more of it.

PURITY FLOUR
(Government Standard)

is a real business builder that stands for

"More Bread and Better Bread," and Better Pastry

Western Canada Flour Mills Co., Limited

Toronto, Winnipeg, Calgary, Brandon, Edmonton, Vancouver,
New Westminster, Victoria, Nanaimo, Prince Rupert, Nelson,
Rossland, Goderich, Ottawa, Montreal, St. John, N.B.

Display O'Keefe's Beverages

These are in big demand and bring back turnovers with excellent profits. Take advantage of and benefit by their popularity.

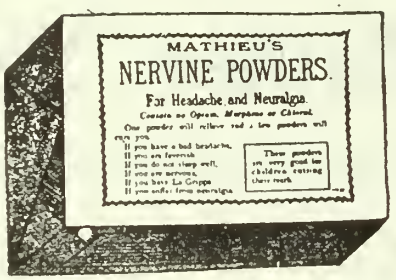
O'Keefe's

IMPERIAL
ALE—LAGER—STOUT

are ideal thirst quenchers full of snap and zest — they are the right beverages to recommend for all occasions.

O'Keefe's assure repeat sales.

O'Keefe's - Toronto
Phone Main 4202


MATHIEU'S
NERVINE POWDERS.
For Headache and Neuralgia.
Contains no Opium, Morphine or Chloral.
One powder will relieve and a few powders will cure you.
If you have a bad headache,
If you are feverish,
If you do not sleep well,
If you are nervous,
If you have La Grippe,
If you suffer from neuralgia
These powders are very good for children cutting their teeth.

Sell this proven nerve remedy

There are many customers coming into your store who occasionally require a little nerve remedy—something effective to cure that headache, neuralgia, etc.

Mathieu's Nervine Powders

are unequalled for all nervous diseases. A trial will convince.

J. L. Mathieu Co.
SHERBROOKE, QUEBEC

Mince Meat (Bulk)—5s, 17c; 10s, 16c; 25s, 15; 50s, $15.
Chateau Brand Pork and Beans, with Tomato Sauce—Ind., $1.05; 1s, $1.65; 2s, $2.35; 3s, $3.50.
With Plain Sauce—Ind., 95c; 1s, $1.60; 2s, $2.30; 3s, $3.30.
Chateau Brand Concentrated Soups—Celery, $1.45; Consomme, $1.45; Green Peas, $1.45; Julienne, $1.45; Mutton Broth, $1.45; Ox Tail, $1.45; Pea, $1.45; Scotch Broth, $1.45; Chicken, $1.60; Mock Turtle, $1.45; Tomato, $1.45; Vermicelli Tomato, $1.45; Soups and Bouilli, 6s, $15.
Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 85c; 1s, $1.00; 1½s, $1.45; 2s, $1.90; 3s, talls, $2.75; 6s, $8; 12s, $16.
Plain Sauce, Pink Label—Ind., 85c; 1s, $1.00; 1½s, $1.45; 2s, $1.90; 3s (talls), $2.75; 6s, $8; 12s, $12.
Chili Sauce (red and gold label)—Ind., 85c; 1s, $1.00; 1½s, $1.45; 2s, $1.90; 3s, $2.75.
Vegetarian Baked Beans and Tomato Sauce—2s, $1.90.
Sliced, Smoked Beef—½s, $2.45; 1s, $3.45; 4s, $24.
Canadian Boiled Dinner—1s, $2.45; 2s, $4.95.
Army Rations—Beef and Vegetables, 1s, $2.45; 2s, $4.95.
Spaghetti with Tomato Sauce with Cheese—½s, $1.40; 1s, $1.85; 3s, $3.35.
Tongue, Ham and Veal Pates—½s, $2.35.
Ham and Veal Pates—½s, $2.40.
Smoked Vienna Style Sausage—½s, $2.85.
Pate De Foie—¼s, 80c; ½s, $1.40.
Plum Pudding—½s, $1.95; 1s, $3.85.
Potted Beef Ham—¼s, 80c; ½s, $1.45.
Potted Beef—¼s, 80c; ½s, $1.45.
Potted Tongue—¼s, 80c; ½s, $1.45.
Potted Game (Venison)—¼s, 80c; ½s, $1.45.
Potted Veal—¼s, 80c; ½s, $1.45.
Potted Meats (Assorted)—¼s, 85c; ½s, $1.50.
Devilled Beef Ham—¼s, 80c; ½s, $1.45. Beef—¼s, 80c; ½s, $1.45.
Devilled Tongue — ¼s, 80c; ½s, $1.45. Veal—¼s, 80c; ½s, $1.45.
Devilled Meats (Assorted) — ¼s, 85c; ½s, $1.50.

In Glass Goods

Fluid Beef Cordial—20 oz. bottles, ...; 10 oz., ...
Ox Tongue — 1½s, $20.00; 2s, $24.95.
Lunch Tongue (in glass)—1s, $11.95
Sliced Smoked Beef (in glass)—¼s, $1.80; ½s, $2.80; 1s, $3.90.
Mincemeat (in glass)—1s, $3.25.
Potted Chicken (in glass) — ¼s, $2.90.
Ham (in glass)—¼s, $2.90.
Tongue (in glass)—¼s, $2.90.
Venison (in glass)—¼s, $2.90.
Meats, Assorted (in glass)—$2.90.
Chicken Breast (in glass) — ½s, ...
Tomato Ketchup — 8s, $2.20; 12s, $2.75; 16s, $3.40.
Chili Sauce—10 oz., $3.25.
Peanut Butter — ¼s, $1.45; ½s, $1.95; 1s, $2.45; in pails, 5s, 31c; 12s, 29c; 24s, 28c; 50s, 28c.

B.C. HOPS

Dominion Brand, quarters, per short weight pound	0.30
Dominion Brand, halves, per short weight pound	0.29
Maple Leaf Brand, ¼ lb. packages, per full weight pound.	0.40
Maple Leaf Brand, ½ lb. packages, per full weight pound.	0.39

COLMAN'S OR KEEN'S MUSTARD

	Per doz. tins
D.S.F., ¼-lb.	$2 80
D.S.F., ½-lb.	5 30
D.S.F., 1-lb.	10 40
F.D., ¼-lb.	....

	Per jar
Durham, 1-lb. jar, each	$0 60
Durham, 4-lb. jar, each	2 25

CANADIAN MILK PRODUCTS, LIMITED,
Toronto and Montreal
KLIM

Hotel	$15 50
Household size	8 25
Small size	5 75

F.o.b. Ontario jobbing points, east of and including Fort William. Freight allowance not to exceed 50c per 100 lbs., to other points, on b-case lots or more.

THE CANADA STARCH CO., LTD.
Manufacturers of the Edwardsburg Brands Starches

Laundry Starches—

Boxes	Cents
40 lbs., Canada Laundry	0.10
40 lbs., 1-lb. pkg., Canada White or Acme Gloss	0.10½
48 lbs., No. 1 White or Blue Starch, 3-lb. cartons	0.11
100-lb. kegs, No. 1 white	0.10½
200-lb. bbls., No. 1 white	0.10½
30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs.	0.12
48 lbs., Silver Gloss, in 6-lb. tin canisters	0.13½
36 lbs. Silver Gloss, in 6-lb. draw lid boxes	0.13½
100 lbs., kegs, Silver Gloss, large crystals	0.11½
40 lbs., Benson's Enamel, (cold water), per case	3.25
Celluloid, 45 cartons, case	4.50

Culinary Starch

40 lbs., W. T. Benson & Co.'s Celebrated Prepared	0.11¾
40 lbs. Canada Pure or Challenge Corn	0.10¼
20-lb. Casco Refined Potato Flour, 1-lb. pkgs.	0.16½
(20-lb. boxes, ¼c higher, except potato flour)	

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz.	1 50
Knox Plain Sparkling Gelatine (makes 4 pints), per doz.	$2 00
Knox Acidulated Gelatine (Lemon Flavor), makes 4 pints, per doz.	2 10

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP

Perfect Seal Jars, 3 lbs., - doz. in case	$4.30
2-lb. tins, 2 doz. in case	5.45
5-lb. tins, 1 doz. in case	6.05
10-lb. tins, 1 doz. in case	5 75
20-lb. tins, ¼ doz. in case	5 70

(Prices in Maritime Provinces 10c per case higher.)

Barrels, about 700 lbs.	$0 08¼
Half bbls., about 350 lbs.	0 08½
¼ bbls., about 175 lbs.	0 08¾
2-gal. wooden pails, 25 lbs.	2 60
3-gal. wooden pails, 38½ lbs.	3 85
5-gal. wooden pails, 65 lbs.	6 25

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	$5 95
5-lb. tins, 1 doz. in case	6 55
10-lb. tins, ½ doz. in case	6 05
20-lb. tins, ¼ doz. in case	6 25

(5, 10, and 20-lb. tins have wire handles.)

MOZOLA COOKING OIL

	Per case
No. 1, 24 tins	12 00
No. 2, 12 tins	11 50
No. 8, 6 tins, 7½ lbs. each	20 25
No. 5, 2 tins, 37½ lb. each	30 00

INFANTS' FOOD
MAGOR, SON & CO., LTD.

	Doz.
Robinson's Patent Barley—	
1 lb.	$4 00
½ lb.	2 00
Robinson's Patent Groats—	
1 lb.	4 00
½ lb.	2 00

NUGGET POLISHES

	Doz.
Polish, Black, Tan, Toney Red and Dark Brown	$1 15
Card Outfits, Black and Tan	4 15
Metal Outfits, Black and Tan	4 85
Creams, Black and Tan	1 25
White Cleaner	1 25

IMPERIAL TOBACCO CO. OF CANADA, LIMITED
EMPIRE BRANCH

Black Watch, 10s, lb.	$1 20
Bobs, 12s	1 00
Currency, 12s	1 00
Stag Bar, 9s, boxes, 6 lbs.	1 08
Pay Roll, thick bars	1 25
Pay Roll, plugs, 10s, 6-lb. ¼ caddies	1 25
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs	1 08
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes	1 12
Forest and Stream, tins, 9s, 2-lb. cartons	1 44

Telegrams and Cables—LANDAUER, LONDON
Standard Codes Employed

Established 1878

LANDAUER & CO.

36 Fenchurch Street, LONDON, E.C. 3, ENGLAND

IMPORTERS, EXPORTERS and GENERAL : PRODUCE MERCHANTS :

Keenly interested in all descriptions of CANNED GOODS
Specifically APPLES, PEARS and MEATS

SHIPPERS, PACKERS and EXPORTERS INVITED TO CORRESPOND

Bankers: ROYAL BANK OF SCOTLAND

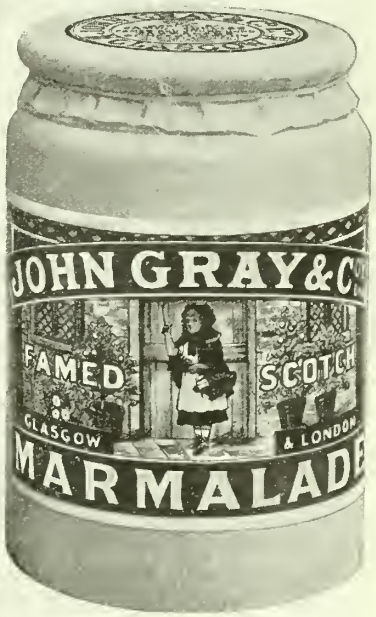
JAMS
MARMALADES
PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

Cable: Lamberton, Glasgow.
Codes: A.B.C. 4th and 5th Editions.

CONFECTIONERY
MARZIPAN
CHOCOLATE



Agents
Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada
Lind Brokerage Co., Ltd., Toronto

SIX REASONS WHY— YOU SHOULD BUY—

Counter Check Books NOW and From Us—

(1) Paper best grade—made special.
(2) Surety coating on back—best.
(3) Printing—clear and from new type—heading made artistic.
(4) Perforations—best known.
(5) Covers—heavy tag—no leather covers needed—3 staples.
(6) Prices are lower now than later.

COUNTER CHECK BOOKS OF EVERY KIND

McCASKEY SYSTEMS, LTD., TORONTO
235-245 CARLAW AVENUE

A NATIONAL SUCCESS

RED ARROW
BRAND
BISCUITS

YOUR JOBBER CAN SUPPLY YOU

The National Biscuit & Confection Co., Ltd.

REPEATS

"PRIDE OF CANADA"
PURE MAPLE SUGAR AND SYRUP

We can supply this season's crop. Our goods are backed by a written guarantee to be absolutely pure maple only. Order your requirements now direct or from our Agents.

REPRESENTATIVES:—W. L. Mackenzie & Co., Limited, Winnipeg, Regina, Saskatoon, Calgary, and Edmonton; Oppenheimer Bros., Limited, Vancouver, B.C.; S. H. P. MacKenzie & Co., 33 Yonge St., Toronto, Can.; J. W. Gorham & Co., Halifax, N.S., and The Canadian Maple Products Company, Limited, 5 Justice Walk, Church Street, Chelsea, London, S.W.

MAPLE TREE PRODUCERS' ASSOCIATION, LIMITED
Offices: 58 Wellington St. W., Montreal, Canada

Man Left You, Did He?

And for the life of you you don't know where to find another to replace him. Well, our advice to you—and it's good advice—is: Find him by advertising — a small condensed advertisement in CANADIAN GROCER.

If you wanted a blacksmith, we wouldn't recommend CANADIAN GROCER, but when it comes to finding a man for the grocery business, honestly we don't know of a better or cheaper way of finding him than the use of CANADIAN GROCER.

The way to find the man you want is to look for him where he is likely to be found—in the grocery business.

Rate is 2 cents a word first insertion and 1 cent per word each subsequent insertion. Five cents additional per insertion when replies are to be sent to Box Number in our care. Send your advertisement and remittance to

Canadian Grocer Want Ads. 143-153 University Avenue TORONTO

Looking for a Man?

Look for him where he should be found—in employment in the grocery business, the business you yourself are in.

Advertise to get him. Use a small classified advertisement, to cost you 2 cents a word. Put this low-priced advertisement in CANADIAN GROCER—the paper read by grocers and their men. Somewhere is the man good for you to have. You may not be able to attract him readily from his present place. On the other hand, he may be looking for you. But fish for him. Cast again and again. The best men are hardest to get.

What is a dollar or two spent on finding the man you want—if you get him?

Narrow your search. Use the newspaper that searches out for you among those where he is likely to be found.

Make your advertisement brief—like a telegram.

We provide a box number, if you want your identity concealed. And forward replies, of course.

Rates.—Two cents per word first insertion and 1 cent per word each subsequent insertion. Five cents extra per insertion if replies are to be sent to box number in our care.

Canadian Grocer
143-153 University Ave.
Toronto

ROSE'S LIME JUICE

The Original and Genuine Brand

There are many brands of Lime Juice on the market, but only one "Rose's."

And Rose's combines every good quality likely to win approval from the ultra-particular.

It is cooling, invigorating and non-intoxicant and every bottle you sell will pull many more repeats.

Try Rose's. Send in an order to-day for a small supply to test its selling merits.

Holbrooks Ltd.
TORONTO and VANCOUVER

Baker's Cocoa and Chocolate

REGISTERED TRADE-MARK

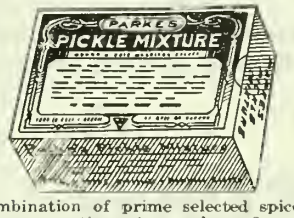
MAKE AND KEEP GOOD CUSTOMERS

They are most reliable goods sold with a positive guarantee of purity and superior quality; put up in conformity with the Pure Food laws; are readily sold, giving a quick turnover of stock.

MADE IN CANADA

WALTER BAKER & CO. Limited
Montreal, Can. Dorchester, Mass.
Established 1780

IN MAKING PICKLES
Instead of using spices, better results are obtained by using
PARKE'S PICKLE MIXTURE



A combination of prime selected spices in proper proportions to produce firm, fine appearing and tasty pickles that will keep well.
No additional spices are required.
Retail price, 25c package.
Wholesale price, $2.25 per dozen, $27 per gross.
PARKE & PARKE, LTD.
MacNab St. and Market Sq., Hamilton, Ont.

The Grocer of to-day must keep in close touch with market prices. If you are a reader of

CANADIAN GROCER

you will be better able to carry on your business.

We can ship you a car load of

Canning Box Shooks

within one week of receipt of order

Write or Wire for Prices

W. C. Edwards & Co., Limited

Ottawa, Ontario

OAKEY'S
"WELLINGTON"
KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of Emery Cloth, Black Lead, Glass Paper, &c.

LONDON, S.E., ENGLAND

AGENT:

Geo. B. Jenkinson, 78 Wellington Street North, Hamilton, Ontario.

Oranges
California Lemons
and Early Vegetables

We Invite Correspondence

LEMON BROS.

Owen Sound, Ont.

CATCH THE FLY

By using our

National Fly Catcher

Clean Sanitary Easy to use

Made in Canada by the

National Fly Catcher Co., Ltd.

Order from your Wholesaler

1598 Delorimier Ave. Montreal

Forest and Stream, ¼s, ½s, and 1-lb. tins	1 50
Forest and Stream, 1-lb. glass humidors	1 75
Master Workman, bars, 7s, 3½ lbs.	1 20
Derby, 9s, 4-lb. boxes	1 08
Old Virginia, 12s	1 50
Old Kentucky (bars), 8s, boxes, 5 lbs.	1 25

WM. H. DUNN, LTD., Montreal

BABBITTS

Soap Powder, case 100 pkgs..	$5 65
Cleanser, case 50 pkgs.	3 10
Cleanser (Kosher), cs. 50 pkgs.	3 10
Pure Lye, case of 4 doz.	5 95

JELL-O

Made in Canada

Assorted case, contains 4 doz.	$5 40
Lemons, 2 doz.	2 70
Orange, 2 doz.	2 70
Raspberry, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Chocolate, 2 doz.	2 70
Cherry, 2 doz.	2 70
Vanilla, 2 doz.	2 70
Weight, 8 lbs. to case. Freight rate second class	

JELL-O ICE CREAM POWDERS

Made in Canada

Assorted case, contains 2 doz.	$2 70
Chocolate, 2 doz.	2 70
Vanilla, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Unflavored, 2 doz.	2 70
Weight, 11 lbs. to case. Freight rate second class	

BLUE

Keen's Oxford, per lb.	$0 24
In cases 12-12 lb. boxes to case	0 25

COCOA AND CHOCOLATE

THE COWAN CO., LTD.
Stirling Road, Toronto, Ont.

Cocoa

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.	$4 60
Perfection, ½-lb. tins, doz.	2 45
Perfection, ¼-lb. tins, doz.	1 35
Perfection, 10c size, doz.	0 95
Perfection, 5-lb. tins, per lb.	0 37
Supreme Breakfast Cocoa, ½-lb. jars, 1 and 2 doz. in box, doz.	2 75
Soluble Cocoa Mixture (Sweetened) 5 and 10-lb. tins, per lb.	0 24

(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. boxes, per lb.	0 36
Supreme Chocolate, 10c size, 2 doz. in box, per box	1 80
Perfection Chocolate, 10c size, 2 doz. in box, per box	1 80

SWEET CHOCOLATE—	Per lb.
Eagle Chocolate, ¼s, 6-lb. boxes	0 32
Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case	0 31
Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs., in case	0 32
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 33
Diamond Crown Chocolate, 28 cakes in box	1 10

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	$0 42
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Milk Croquettes, 5-lb. boxes, 30 boxes in case, per lb.	0 42
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb.	0 38
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb.	0 38
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 38
No. 1 Vanilla Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 38
No. 2 Vanilla Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 35
No. 1 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 38
No. 2 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 35
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 55
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 55

NUT MILK CHOCOLATE, ETC.

Nut Milk Chocolate, ½s, 4-lb. box, 35 boxes in case, per lb.	0 41
Nut Milk Chocolate, ¼s, 4-lb. box, 35 boxes in case, per lb.	0 43
Nut Milk Chocolate, lbs. 6-lb. box, 5 div. to cake, per lb.	0 38
Nut Milk Chocolate, 5-cent squares, 20 squares to cake, packed 3 cakes to box, per box	$2 25
Fruit and Nut Milk Chocolate 2-lb. cakes, each 20 div., 3 cakes to box, 35 boxes to case, per box	2 25

MISCELLANEOUS

Maple Buds, fancy, nearly 1 lb., ½ doz. in box, per doz.	$5 25
Maple Buds, fancy, ½ lb., 1 doz. in box, per doz	2 60
Assorted Chocolate, 1 lb., ½ doz. in box, per doz.	5 25
Assorted Chocolate, ½ lb., 1 doz. in box, per doz.	2 60
Chocolate Ginger, ½ lb., 1 doz. in box, per doz.	2 60
Crystallized Ginger, ½ lb., 1 doz. in box, per doz.	2 60
Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per lb.	0 41
Triumph Chocolate, ¼'s, 4-lb. boxes, 35 boxes in case, per box	0 43
Triumph Chocolate, ½-lb. cakes, 4 lb., 35 boxes in case, per lb.	0 41
Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross	1 15
120—1c. Milk Chocolate Sticks, 60 boxes in case	0 80

5c LINES

	Toronto Prices Per box
Filbert Nut Bars, 24 in box, 60 boxes in case	$0 95
Almond Nut Bars, 24 in box, 50 boxes in case	0 95
Puffed Rice Bars, 24 in box, 50 boxes in case	0 95
Ginger Bars, 24 in box, 50 boxes in case	0 95
Fruit Bars, 24 in box, 50 boxes in case	0 95
Active Service Bars, 24 in box, 50 boxes in case	0 95
Victory Bar, 24 in box, 60 boxes in case	0 95
Queen's Dessert Bar, 24 in box, 50 boxes in case	0 95
Regal Milk Chocolate Bar, 24 in box, 50 boxes in case	0 95
Royal Milk Cakes, 24 in box, 50 boxes in case	0 95
Cream Bars, 24 in box, 50 boxes in case, per box	1 00
Maple Buds, 6c display boxes, 6c pyramid packages, 6c glassine envelopes, 4 doz. in box	1 90

10c LINES

Maple Buds, 10c, 1 doz. in box, 50 boxes in case, per doz.	$0 95
Medallions, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95

CANTELOUPES

Now receiving cars of the finest netted melons grown in California.

Prices are low, making these about the cheapest fruit now on the market. Order to-day—

STANDARD—PONIES—FLATS
CALIFORNIA FRUITS
PEACHES—PLUMS—APRICOTS
WATERMELONS—NEW POTATOES
TOMATOES—CABBAGE
ORANGES—GRAPEFRUIT
LEMONS
BANANAS A SPECIALTY

The House of Quality

HUGH WALKER & SON

GUELPH Established 1861 ONTARIO

California Bartletts

Season now at its height.

Cars arriving daily.

Prices moderate.

A full line of Foreign and Domestic Fruits always on hand.

Orders solicited.

White & Co., Limited

Wholesalers of Fancy Fruits

Toronto

Custard that compels custom

It is the fresh, delicate, creamy "home-made" flavour of Freemans Devonshire Custard that has made it so popular in the British Isles.

Oversea Troops from the Dominion who have returned home are bringing with them many links with the Old Country, one of which is a desire to taste again its delicate and unrivalled purity.

It will pay you well to display

FREEMANS DEVONSHIRE CUSTARD

in your store—it is such a ready seller and a very profitable line to stock, also it will enable you to push your canned and bottled fruits to great advantage.

Freeman's Devonshire Custard owes its unrivalled purity and flavour to the ideal conditions of cleanliness under which it is manufactured.

Write for trade terms and particulars to the WATFORD MFG., Co., Ltd. Delectaland Watford, Engrand

Freemans FOOD PRODUCTS Watford

Brooms

We are pleased to advise the trade that we can now supply our

Standard Brooms

Prompt Shipment

and will be glad to book your order.

Prices ***right.*** ***Quality*** as usual.

Walter Woods & Co.

Hamilton and Winnipeg

CANE'S WASHBOARDS

They look good—and they are

The flawless, well-made rubbing plates of "Cane" Washboards that wear so long and give such good satisfaction are backed up by clear, white basswood, free from slivers and splinters. They look so clean and perfect that every housewife "just knows" she can do better work with one of these "Cane" Washboards.

Diamond King—Glass rubbing plate.
Improved Globe—Zinc rubbing plate.
Original Globe—Extra heavy back, zinc rubbing plate.

Western King—Enamel washing plate.

Your jobber has all these, as well as all the other lines of Cane Woodenware.

The Wm. Cane & Sons Company, Ltd.
Manufacturers NEWMARKET, ONTARIO

Tell the housewife how economical Cow Brand is

Tell her not to use too much Cow Brand. A smaller quantity of Cow Brand will give better results than cheap soda.

Church & Dwight, Ltd.
MONTREAL

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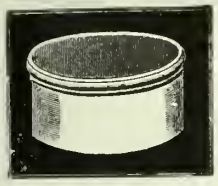
BUYERS' MARKET GUIDE
Latest Editorial Market News



STONEWARE

Buy Now—Butter Crocks, Jugs, Churns, Flower Pots, etc. Ask for latest catalogue.

The Toronto Pottery Co. Limited
Dominion Bank Bldg.
TORONTO

We are now located in our new and more spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agents:
W. Y. COLCLOUGH, 53 Silver Birch Ave., Toronto Beach 2170
J. E. TURTON, Board of Trade Building, Montreal

The LV PICKLE
Manufactured by
GILLARD & CO., LIMITED
London, England
An English Delicacy of High Repute
Magor, Son & Co., Ltd., 403 St. Paul St., (Place Royale), Montreal.

Order from your jobber to-day.
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ontario

BEANS
Handpicked or Screened in car lots
Ask for quotations
Geo. T. Mickle, Ridgetown, Ont.

RICES AND TAPIOCA AGAIN ADVANCE

Rices continue to be scarce and quotations this week show sharp advances, until new high levels have been reached. Tapioca is selling as high as 14½ cents per pound. Supplies are in scant supply, and until there is a freer movement, the market is bound to be very strong. Rolled oats are advancing, too, and the bulk goods are higher this week, $5.75 being asked for 90 lbs. Cornmeal is also quoted higher. The high prices being asked for both milling oats and corn is responsible for the advance.

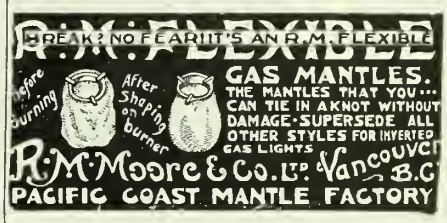
Now is the time to see us regarding Salted Lake Herring in pails, tubs or half-barrels. Write us at once. Herring any quantity our specialty.

BOWMAN FISH CO.
66 Jarvis Street, Toronto

COUNTRY MERCHANTS

Ship your Eggs, Butter and Poultry to us.
Top market prices. Cash payment. Write or phone.

C. A. MANN & CO.
LONDON, ONT.
Phone 1577


BREAK? NO FEAR! IT'S AN R.M. FLEXIBLE
GAS MANTLES.
THE MANTLES THAT YOU CAN TIE IN A KNOT WITHOUT DAMAGE · SUPERSEDE ALL OTHER STYLES FOR INVERTED GAS LIGHTS
Before Burning
After Shaping on burner
R.M. Moore & Co. Ltd. Vancouver B.C.
PACIFIC COAST MANTLE FACTORY

DIRECT RICE IMPORTER

Thoroughly posted on Primary markets.

STEPHEN LOWRIE
25 Powell St., VANCOUVER, B.C.,

The SARNIA PAPER BOX CO., Ltd.
SARNIA, ONT.
Manufacturers of:
Ice Cream Cartons, Parafined.
Butter Cartons, Parafined.
Egg Cartons; Special Egg Fillers.
Folding Candy Boxes; also handy Parafine boxes for bulk Pickles, Mince Meat, etc.

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS.
The TRENT MFG. CO., Ltd.
TRENTON - - ONTARIO

These one-inch spaces only $1.60 per insertion if used each issue in the year.

Wanted

Classified Advertising

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where copies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

POSITIONS WANTED

YOUNG MARRIED MAN WITH A THOROUGH knowledge of the grocery business, capable of managing and buying, can also trim windows, desires a position in a good grocery business where an advancement can be obtained. Box 688, Canadian Grocer, University Avenue, Toronto.

A YOUNG MAN WITH THOROUGH KNOWLedge of grocery business desires a position; used to buying from wholesalers and capable of managing. Box 702, Canadian Grocer, 143 University Avenue, Toronto, Ont.

SITUATIONS VACANT

A FIRST-CLASS THOROUGHLY EXPERIenced grocery traveller to cover territory between North Bay, Sault Ste. Marie and Manitoulin Island. Young married man and one who has an established connection over this territory and who can get the business will be given the preference. State salary expected. Please do not apply if you can not fill the above requirements. Apply to T. Long & Bro., Ltd., Wholesale Grocers, Collingwood, Ont.

WANTED—A MAN WITH EXPERIENCE IN retail grocery trade. We have an opening for a man who would be capable of taking charge of grocery department. Apply to Hennessy & Racicot, Ltd., Copper Cliff, Ont.

WANTED

WANTED—PARTNERSHIP, OR WOULD BUY a small business. September next. Capital to invest, $1,500. Advertiser has had long experience in grocery and general store business. Good references given and required. Apply Box 692, Canadian Grocer, 143 University Ave., Toronto, Ont.

1,000 ADVERTISING HEADLINES AND Show Card Suggestions in a little book of 32 pages, convenient pocket or pigeon-hole size. Adaptable to any business, goods, time, place or season. Instead of spending 15 to 45 minutes thinking up a good headline or wording for a window show card find one here in less than a minute. "Advertising Headlines and Show Card Suggestions" will be mailed on receipt of $1.00. Better order one now lest you forget. Lost time is lost money. Address, Ad Specialty, Antigonish, N.S., Box 419.

TRANSLATIONS

ENGLISH INTO FRENCH — COMMERCIAL, Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault, P.O. Box 135, Station B, Montreal.

FOR SALE

A DRY GOODS AND GROCERY BUSINESS IN Sault Ste. Marie. Well located, corner store, did nearly $60,000 of a turn over last year. Sales higher this year so far. Poor health the reason for selling. For particulars apply 314 Wellington St., Sault Ste. Marie, Ont.

FOR SALE—GROCERY AND FRUIT BUSINESS for sale, best stand in town; good turn-over. Apply Box 700, Canadian Grocer, 143 University Avenue, Toronto, Ont.

FOR SALE—WELL EQUIPPED GENERAL business, Saskatchewan, telephone, post office, no opposition; business established six years, situated in the heart of a famous wheat growing district and considerable stock raising; stock appr. $5,000; fixtures $1,000; property valued $3,200, including dwelling and store. Owing to failing health owner wishes to retire and move to the coast. A splendid opening for returned soldier or two young men could eliminate salary expenses; $4,000 required. No reason why a $40,000 business could not be done by adding lines not stocked being asked for. Apply Box 704, Canadian Grocer, 153 University Ave., Toronto, On.

AGENCIES WANTED

TO MANUFACTURERS—OVERSEAS TRADE. T. B. Roe personally waits upon the best Grocers in Lancashire and Yorkshire districts, England. He has a first-class connection with wholesale and retail houses and has permission from the English firm he represents to sell other goods on commission. T. B. Roe, 29 West Street, Scarborough, England.

HUFF PRICING SYSTEMS PUT MORE "PEP" into your business. Easily installed and changed. Save time. Banish pricing worries. Prevent costly mistakes. Boost sales 20%. Customers sell themselves. Prices, $4.75 and $7.25 delivered. Free sample. Gray's International Trading Company, 74 St. James, Montreal.

PARIS AGENT—WELL INTRODUCED PARisian grocers and French Colonial shipping trade wishes to secure Canadian manufacturers' direct and sole agencies in canned meats, fish, fruits, groceries, and all produce. For references and particulars write Sarrut, 67 Chabrol, Paris, (Xe).

WANTED
USED JUTE
SUGAR BAGS
AND COTTON LINERS
E·PULLAN
TORONTO

WANTED

First-class specialty salesman to handle one of the best known food products on the Canadian market.

Box 660, Canadian Grocer
143 University Ave.
Toronto, Ont.

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Canadian Grocer, and let it assist you in filling your needs.

FOR SALE

The Wholesale Grocer Sundries business of
F. COWARD
with good C.O.D. connection.
As going concern.
Established 10 years.
Excellent reasons for selling. About $4,500.

Apply
MR. FAHEY
THE COWAN CO.

COLLECTIONS

If you want your own money—we can get it.

There's no reason why you should not get the money that really belongs to you.

Those bad accounts are a sore spot—but we can help you.

Ours is a reliable agency. We can handle this thing for you in a thorough manner. Try us.

Nagle Mercantile Agency
Westmount, Montreal, Que.

EVERYWHERE
NO COLLECTION
NO CHARGE
EFFICIENT
RELIABLE

Feature These Cold-Luncheon Treats For Summer Days

Davies' Jellied Pork Tongue

IF you are making a bid for the Summer resort and picnic trade, these are the lines to bring you good business.

Davies' Cooked and Jellied Meats are made in an assortment inviting enough to meet the requirements of every class of trade. They're good—because they're **made** good.

Feature these popular lines in your Store

PORK TONGUE	PORK AND TONGUE	PRESSED BEEF
OX TONGUE	HOCKS	VEAL
	ENGLISH BRAWN	

(Put up in Open Tins, about 6-lbs. each. Ox Tongue also in 9-lb. and 14-lb. Tins)

THE WILLIAM DAVIES COMPANY LIMITED

Montreal **TORONTO** **Hamilton**

Canada Food Board Packers' License No. 13-50

Now Is The Time

TO PLACE YOUR ORDERS FOR

Gosse-Millerds'

OCEAN PRODUCTS

Gosse-Millerds' CHOICE SOCKEYE SALMON
GOSSE-MILLERDS HAND PACKED PILCHARDS
Gosse-Millerds' DEEP SEA TROUT
Gosse-Millerds' CHOICE PINK SALMON
Gosse-Millerds' KIPPERED SALMON
TRADE MARK REGD. G M OCEAN PRODUCTS
Gosse-Millerds' KIPPERED HERRINGS
Gosse-Millerds' HERRINGS IN TOMATO SAUCE

Gosse-Millerd Packing Co., Ltd.

Head Office: 597 HASTINGS STREET, W., VANCOUVER, B.C.

Selling Agents:

Western: DONALD H. BAIN CO., Winnipeg, Man.

Eastern: ROSE & LAFLAMME, LTD., Montreal, Que.

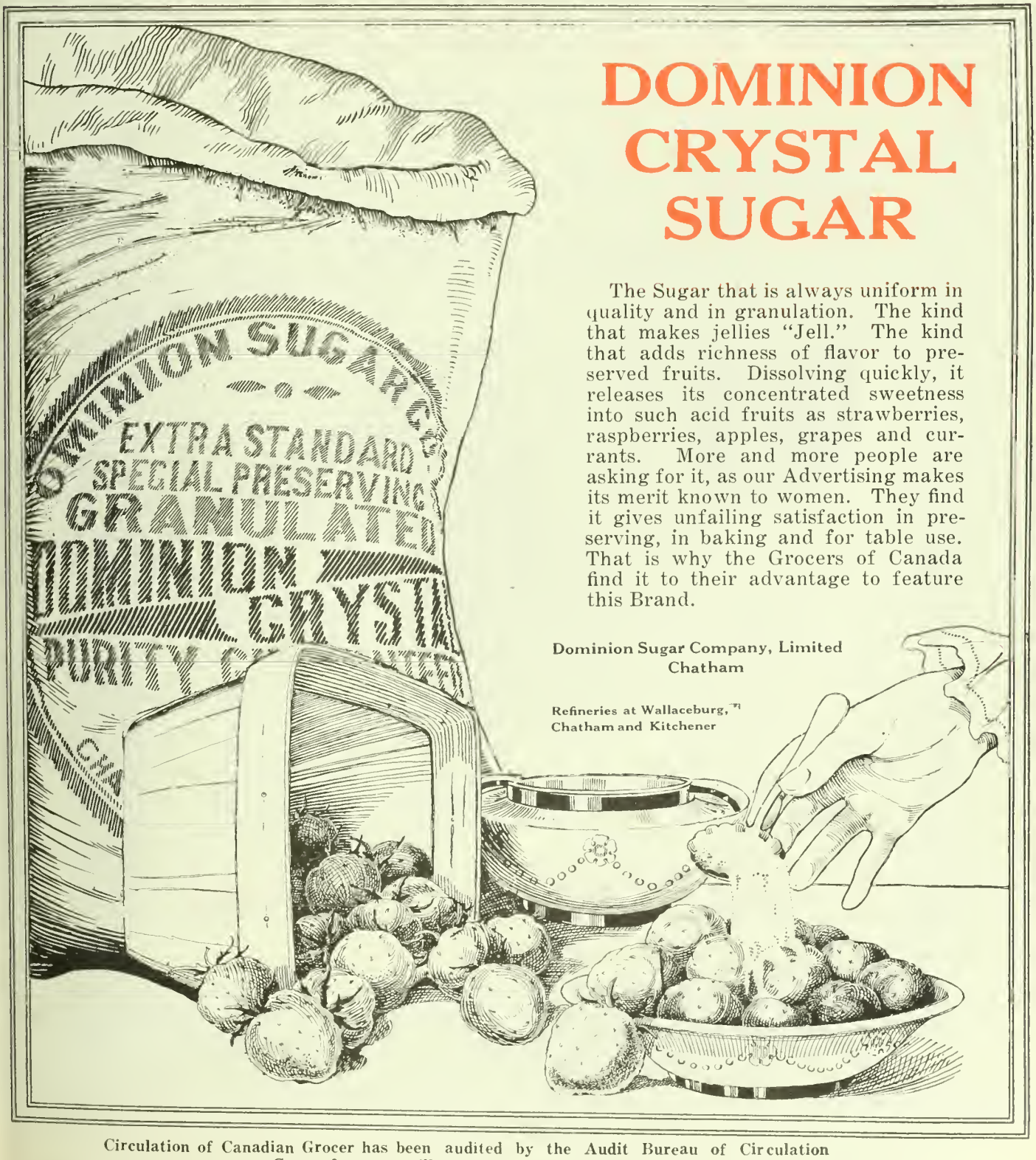
Maritime Provinces: THOMAS FLANAGAN, Halifax, N.S.

CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIII PUBLICATION OFFICE: TORONTO, AUGUST 8, 1919 No. 32

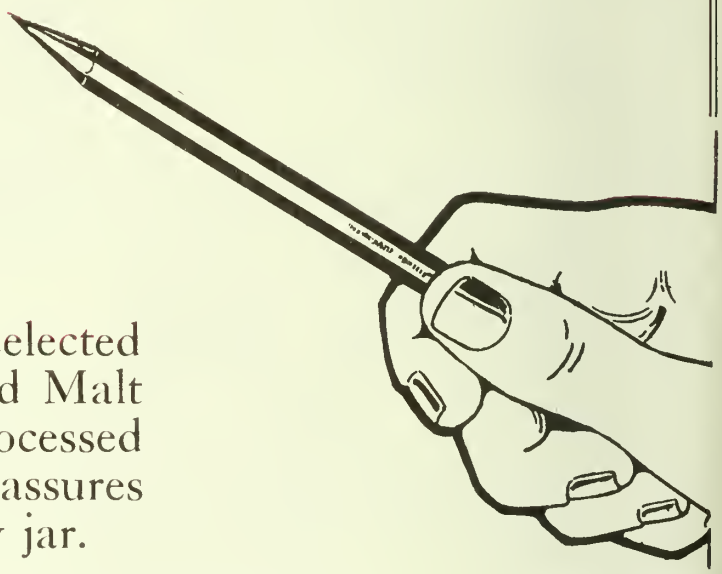

DOMINION SUGARS
EXTRA STANDARD
SPECIAL PRESERVING
GRANULATED
DOMINION CRYSTAL
DOMINION CRYSTAL SUGAR
The Sugar that is always uniform in quality and in granulation. The kind that makes jellies "Jell." The kind that adds richness of flavor to preserved fruits. Dissolving quickly, it releases its concentrated sweetness into such acid fruits as strawberries, raspberries, apples, grapes and currants. More and more people are asking for it, as our Advertising makes its merit known to women. They find it gives unfailing satisfaction in preserving, in baking and for table use. That is why the Grocers of Canada find it to their advantage to feature this Brand.
Dominion Sugar Company, Limited
Chatham
Refineries at Wallaceburg, Chatham and Kitchener

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation
Copy of report will be sent on request to anyone interested

Has a Real Appetizing Appeal

JEFFRESS' BLUE SEAL
Olive Butter

One taste suggests another. Even the tired summer appetite cannot resist the delicate piquancy of this wholesome sandwich filler.



Olive Butter is made from selected Spices, Olives, Pimento and Malt Vinegar prepared and processed by our own formula which assures uniform excellence in every jar.

You can sell Olive Butter to good advantage. Try it yourself and know why it's such a "repeater."

E. W. Jeffress, Limited

WALKERVILLE, ONTARIO

Distributors:

W. G. Patrick & Co., Limited, Toronto

CANADIAN GROCER, published every Friday. Yearly subscription price $3.00. Entered as second-class matter at Post Office, Ottawa, and as second-class matter, July 5, 1912, at the Post Office at Buffalo, under the Act of March 3rd, 1879.

Borden's

MILK PRODUCTS LEAD IN QUALITY

Their Popularity Is Builded Upon A Seventy Years' Quality Record

There is no other line of milk products more widely known or more popular than Borden's.

Across the continent, in every community, Borden milk products are being sold all day every day to housewives who recognize in them all that good milk products should be.

Are you helping to supply the Borden demand? Your stock is never complete without an ample supply of these money-makers.

AT YOUR WHOLESALERS

Borden Milk Co., Limited

Leaders of Quality

MONTREAL VANCOUVER

Have We Filled Your Order?

St. Williams Strawberry Jam

1919 PACK

We guarantee the Quality that guarantees you the repeat sales.

St. Williams Fruit Preservers, Limited

Simcoe and St. Williams, Ont.

MACLURE & LANGLEY, LTD.

Distributors

Montreal TORONTO Winnipeg

CLARK'S
PORK AND BEANS

with Tomato, Chili or Plain Sauce.

Your customers, Mr. Grocer, always want quality, but these days they also study economy. If you give them CLARK'S PORK & BEANS they know they are getting the highest quality at

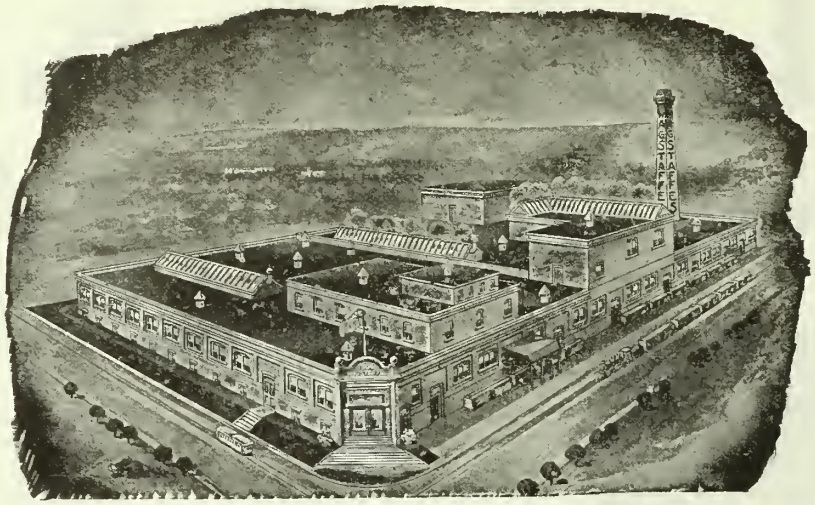
REASONABLE COST

You also are benefiting by the ready sale, the quick turnover and the satisfied customers who come back for MORE.

STOCK UP NOW
DEMAND IS BRISK

W. Clark, Limited Clark's **Montreal**

Prepared in Copper Kettles Boiled in Silver Pans



Packed in Gold Lined Pails and Glass Jars

THE MOST MODERN AND UP-TO-DATE FRUIT PRESERVING FACTORY IN CANADA

WAGSTAFFE'S

NEW SEASON'S 1919

RASPBERRY JAM

Now Ready for Delivery

Order from Your Wholesale Grocer

WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON CANADA

"Every week with the E.B.Eddy Company of Hull, Canada"

A Huge pile of pulp-wood at the Eddy Plant

Story for Week Dated August 8, 1919 **Being No. 46 in the Series**

Substantial Cases for Shipping Eddy Products Made at the Plant

As a retailer you are without doubt familiar with the extremely strong and substantial cases in which the Eddy Company matches, toilet papers, and other products are shipped.

These substantial packing cases are made of paper-pulp just like many other Eddy Company products. They are made at the Eddy Company plant, and so large is the need for them in the Company's everyday business that a whole mill exists by itself simply for the production of these packing cases.

This mill is known at the Eddy Plant as "The Board Mill," because it makes the thick boards for the cases. This board begins its career in the form of thick, grey pulp. It goes through stone grinders which smooth its fibres down, and free it from any lumps, and proceeds to the beaters which still further smooth its substance.

The reason for this double smoothing process is found in the fact that the board mill uses up any waste materials that would not find place in the manufacture of fine sulphite or mechanical pulp. In fact the E. B. Eddy Company made use during the war of an immense pile of discarded pulp material which had been piled up during many years on ground close to the board mill.

Ground, strained and washed, this pulp proved as good for its purpose as any, and a valuable saving was effected by its use during the war-caused crisis in the paper and pulp trade.

But the pulp for the board is on its way from the beaters to the wet machine, and here comes a curious little instance of clever Eddy Company inventiveness connected with a newly made "benedict" and a bell which refused to ring as merrily as the wedding bells had rung for him. That little story is reserved for next week.

Some Eddy Matches You Know

Eddy's Silent 5 Match
Eddy's Golden Tip Match
Eddy's Buffalo Match
Eddy's Home Match
Eddy's Domestic Match
Eddy's Red Bird Match
Eddy's Sesqui Match
Eddy's Safety Match
Eddy's Comet Safety Match
Eddy's Little Comet Match
Eddy's Safe-light Match
Eddy's Telegraph Match
Eddy's Safeguard Match
The Eddystone Safety Match
Eddy's Capital Safety Match
Eddy's Gas Lighter Match
Eddy's Silent 200 Match
Eddy's Eagle Parlor Match
Eddy's Royal George Match
Eddy's Tiger Match
Eddy's Silent Pony Match
Eddy's Everready Match
Eddy's Flaming Wax Vestas
Eddy's No. 1 Wax Vestas
Eddy's No. 2 Wax Vestas
Eddy's No. 5 Wax Vestas
Eddy's No. 9 Wax Vestas
Eddy's No. 13 Silent Wax Vestas

Suppose You Were Hiring a New Clerk—

THE BRANTFORD SCALE

Sanitary, dust-proof and fool-proof. Working parts all enclosed.

Style No. 17, Special

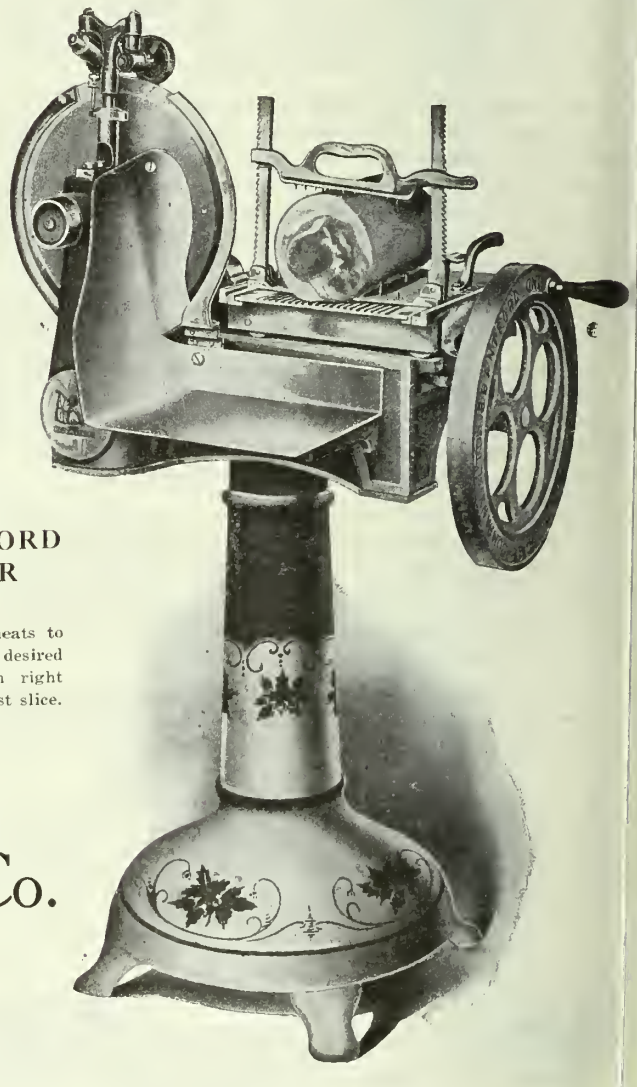
Cheapness would scarcely be the deciding factor in your choice of a man.

You would naturally consider that a good man with ideas and selling ability would be worth considerably more to your business.

The Same is True as Regards your Store Equipment

Even though the **Brantford Slicer** and the **Brantford Scale** cost a bit more than the time-honored meat knife and the hit-or-miss beam scale they'll save you much more, eventually, in real money-making, real time-saving and real waste-elimination service.

Our illustrated catalogue tells you about these all Canadian-made Slicers and Scales. A copy will be sent you without obligation—upon receipt of your address.



THE BRANTFORD SLICER

Cuts cooked meats to any thickness desired and cuts them right down to the last slice.

THE
Brantford Computing Scale Co.
LIMITED

Brantford - Canada

Agencies in all large cities throughout the Dominion.
Maritime Agent: E. L. STARLING, 68 GRANVILLE STREET

The Toilet Soap that everybody likes

You'll find Palmolive an easy seller

Palmolive Soap is the most popular toilet soap on the market today.

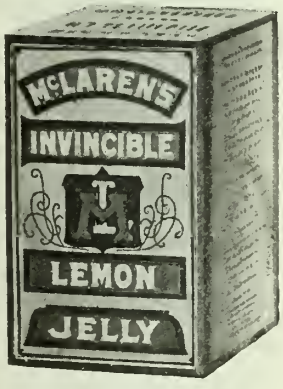
It will sell with scarcely an effort on your part because your customers are "wise" to Palmolive goodness.

And when you begin selling it, your efforts in this direction will be strengthened by our widespread newspaper and bill-board advertising.

Start the good work today. Get a trial supply and see it sell.

THE PALMOLIVE COMPANY OF CANADA, Limited
TORONTO

(911)



McLAREN'S INVINCIBLE Window Trimming Contest

Every Grocer and Clerk
HAS AN EQUAL CHANCE

Every Village, Town and City
MAY COMPETE DURING

August, September and October

CLASS ONE Centres Up to 10,000 Pop.	
1st prize	$25
2nd prize	15
3rd prize	10

CLASS TWO Towns and Cities Over 10,000	
1st prize	$25
2nd prize	15
3rd prize	10

The Window is the life of every store. Get busy, use your best efforts to win one of our cash prizes. No show cards supplied. Read the rules carefully and get your entry coupon in the mail without delay.

RULES:

1—The window must be originated and dressed by a member of the firm, by a clerk or by the regular window dresser.

2—The window must contain at least four McLaren's Invincible lines, such as McLaren's Invincible Jelly Powders, McLaren's Invincible Quick Puddings, McLaren's Invincible Baking Powder, McLaren's Invincible Extracts, etc., etc.

3—Window displays are to be judged on the probable ability to attract attention and sell McLaren's Invincible Specialties.

4—Displays to appear during the month of August, September and October, and must remain on display for at least one week. Contest closes October 31st.

Every contestant must procure a photograph and mail to McLaren's, Limited, Hamilton, so as to reach us not later than November 10th, 1919.

6—"Canadian Grocer" and a leading Toronto window trimming expert will act as judges.

Your entry coupon should be mailed at once to

McLAREN'S LIMITED Hamilton, Ontario

ENTRY COUPON

McLaren's Limited, Hamilton.
I agree to enter the window trimming contest according to the rules given.
.....
.....
.....

BB

The Temperance Beer

Have you ever had Maltbru right off the ice? Oh Boy!—it's great! A clear, pure, sparkling drink.

Your customers will surely appreciate this drink, too—A suggestion and comment from you will start the stock rolling. Order a supply now from your dealer.

Blackwood's pickles, tea, flavoring extracts, are others of the Blackwoods' "family."

Blackwoods, Limited
WINNIPEG - MAN.
"Here Since 1876"

Importers T Exporters

FUJITA & CO.

VANCOUVER, B.C.

IMPORTERS
OF

QUALITY BEANS
WALNUTS
PEANUTS
RICE, ALL
ORIENTAL
LINES

HEAD OFFICE: KOBE, JAPAN

Color Advertising in Magazines
plus
Displays of Sun-Maid Raisins in Your Windows
means
Increased Sales and Bigger Profits

Each advertisement of Sun-Maid Raisins every month can be made to apply to your store. They tell of many appetizing ways to use raisins.

The next step is "where to get them." Your windows and shelves will answer this, if you display Sun-Maid Raisins.

Housewives will then quickly recall your store when reading the advertisements.

Increased sales and profits will result.

SUN-MAID RAISINS

THREE VARIETIES: Sun-Maid Seeded (seeds removed).
Sun-Maid Seedless (grown without seeds).
Sun-Maid Clusters (on the stem)

California Association Raisin Co.
Membership 9,000 Growers
FRESNO, CALIFORNIA.

Every EUREKA refrigerator

is equipped with the Eureka patented cold dry air circulation system.

And

because of the system and of the conscientious construction of the Eureka Refrigerator, every inch of the cooling chamber is equally good for the successful conservation of perishable foodstuffs.

Ask a brother merchant who has one.

Satisfied customers our best ad.

No. 19
Eureka Refrigerators

EUREKA REFRIGERATOR CO., LTD.

Head Office: Owen Sound
Branches: Toronto, Hamilton, Montreal, Calgary, Halifax

Furnivall's

The quality that made Furnivall's the leaders in Fine Fruit Pure Jams is strictly adhered toseason after season and this year's pack is, if possible, better than ever.

Are you well stocked?

FURNIVALL-NEW,
Limited
Hamilton, Canada

Canada Food Board License
No. 14-167

AGENTS—**The City of Ottawa and the Lower Provinces** (except Cape Breton): Messrs. Geo. Hodge & Son, Ltd., Montreal, Que. **Ontario:** MacLaren Imperial Cheese Co., Ltd., Toronto, Ont. **Manitoba:** H. L. Perry Co., Winnipeg, Man. **Hamilton:** J. T. Price & Co. **Cape Breton, N.S.:** O. N. Mann, Turnbull Bldg., Sydney, N. S.

Tying our business up to yours

The accompanying illustration is from one of a series of newspaper advertisements that are tying Klim business up to your store.

We are using space in newspapers from coast to coast to help build up a big business that must come through the grocer. To supplement this and other forms of publicity a corps of trained women is constantly employed demonstrating Klim in stores where it is sold.

Grocers who realize Klim's wonderful possibilities for steady sales are co-operating to make it one of their best sellers.

Canadian Milk Products
Limited
TORONTO
Winnipeg Montreal St. John

DESICCATED COCOANUT

We import direct from our own mills at Colombo, Ceylon, and stand behind the quality of our goods. The prices we quote are rock-bottom. Let us quote you on your next requirements.

Our agents are:

Tees & Persse, Ltd., Winnipeg, Fort William, Regina, Saskatoon, Moose Jaw; Tees & Persse of Alberta, Ltd., Calgary, Edmonton. Newton A. Hill, Toronto, Ont.: E. T. Sturdee, St. John, N.B.; R. F. Cream & Co., Ltd., Quebec, Que.; J. W. Gorham & Co., Halifax, N.S.; C. T. Nelson, Victoria, B.C.

Dodwell & Co., Ltd.

Importers & Exporters

VANCOUVER

HOPS

In Quarter and Half Pound Full and Short Weight Packages

BUY DIRECT FROM THE PRODUCER

BRITISH COLUMBIA HOP CO., LTD.

Ranches located at Sardis, Agassiz, B.C.

Head Sales Office: 235 Pine Street, San Francisco, California.

Largest Hop Growers in Canada

Write for Prices—Samples

Agents: for Western Canada, Donald H. Bain Co., Winnipeg, Man.
Ontario: Raymond & Raymond, London, Ontario.
Quebec: Arthur P. Tippett & Co., Montreal, Quebec.

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.

MIKADO

We are offering the best value in Rice on the Canadian Market to-day.

Canada Food Board License No. 4-517.

SNOWCAP PILCHARDS

Delectable and Dainty Hand Packed BY

The Nootka Packing Co., Ltd.

NOOTKA, B.C.

Packed in 1 lb. Talls and 1-2 lb. Flats.
Sold By Your Jobber.

EXCLUSIVE DISTRIBUTORS

Dodwell & Co., Limited

VANCOUVER, B.C.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcement appear on this page.

Squirrel Brand PEANUT BUTTER

BRITISH COLUMBIA

C. T. NELSON
GROCERY BROKER
165 Hibben-Bone Bldg., Victoria, B.C.
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Live men calling on retail trade.
VICTORIA VANCOUVER

KELLEY-CLARKE CO.
VANCOUVER, B.C.
GROCERY AND SALMON BROKERS
MANUFACTURERS' AGENTS
Offices also at Seattle, Tacoma and Spokane, Wash.; Portland, Ore.; San Francisco, Los Angeles, Cal.; Boise, Idaho; New York City.

B.C. Market?
We can place one or two good Specialty lines.
Our firm has back of it a 15 years' success reputation.
We have a staff of aggressive salesmen and first-class storage and warehousing facilities.
Write us if you want real representation.
Little Bros. Ltd.
VANCOUVER

M. DESBRISAY & CO.
Salmon Canners and Manufacturers' Agents
VANCOUVER, B.C.
Our organization is equipped to handle any manufacturers' line.
Our salesmen get results.

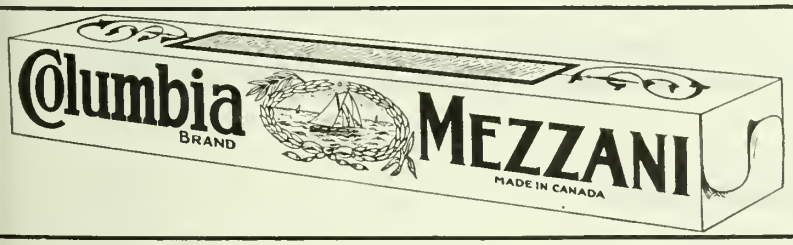
PETER LUND & COMPANY
MANUFACTURERS AGENTS
Can sell, and if required, finance one or two additional staple lines for
British Columbia Territory
Interested manufacturers please communicate
505 Metropolitan Bldg. Vancouver, B.C.
Reference: Merchants Bank of Canada, Vancouver, B.C.

FOR REPRESENTATION
in B. C.
VENABLES & MERRYFIELD
525 Standard Bank Bldg. Vancouver, B.C.
Agents for QUAKER OATS CO.
We cover the RETAIL TRADE

See Page 68 of this Issue, it will interest you. It has helped others, it may help you.

SAY YOU SAW IT IN CANADIAN GROCER

EL ROI-TAN PERFECT CIGAR



MACARONI
The pure food that builds Muscle and Bone at small expense.
The Meat of The Wheat
Manufactured by the
Columbia Macaroni Co., Limited
LETHBRIDGE, ALTA.

Mention this Paper When Writing to Advertisers

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN PROVINCES

A. M. Maclure & Co.
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

Wholesale Grocery Brokers
Commission Merchants
410 Chamber of Commerce, Winnipeg
Personal attention given to all business entrusted to us.
Correspondence Solicited. Established here 1900.
GEORGE ADAM & CO.

ALEX. BAIRD LTD.
Manufacturers' Agents
300 Montreal Trust Bldg.
WINNIPEG, MAN.
Correspondence Solicited

C. H. GRANT CO.
Wholesale Commission Brokers and Manufacturers' Agents
810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

W. L. Mackenzie & Co., Ltd.
Head Office: Winnipeg
Branches at
Regina, Saskatoon, Calgary, Edmonton

Macdonald, Adams Company
Brokers and Manufacturers' Agents
Open to negotiate for new lines of Grocery Specialties in Western Canada
502 Avenue Building, Winnipeg

SAY YOU SAW IT
IN CANADIAN GROCER
WHEN WRITING TO
ADVERTISERS

Mention This Paper When Writing Advertisers.

Donald H. Bain Co.

WHOLESALE GROCERY COMMISSION AGENTS

A sales force of competent men.
Ample capital—and the reliability that goes with it.
A record of results—and the prestige that follows it.
An energetic, result-getting organization—with satisfied clients to prove it.
Are all at your disposal if WE represent you.
Every branch a business in itself, directed by capable, experienced managers.
All varieties of Food Products.
If you want results get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER
ALSO AT 60 CHEAPSIDE, LONDON, E.C. 2, ENGLAND

Canada Food Board License No. 6—450

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.

The Largest in Western Canada

We are the largest Storage Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated Warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

F. D. Cockburn Co., 149 Notre Dame Ave. E., Winnipeg

We represent some of the best manufacturers and will give your line the same attention. Pugsley Dingman & Co., Ltd. John Taylor & Co. and John Bull Mfg. Co.

SIX HOUSES IN WESTERN CANADA

W. H. ESCOTT CO., LIMITED Winnipeg, Man.
W. H. ESCOTT CO., LIMITED Saskatoon, Sask.
W. H. ESCOTT CO., LIMITED Regina, Sask.
W. H. ESCOTT CO., LIMITED Calgary, Alta.
W. H. ESCOTT CO., LIMITED, Fort William, Ont.
W. H. ESCOTT CO., LIMITED Edmonton, Alta.

WHOLESALE GROCERY BROKERS, MANUFACTURERS' AGENTS, IMPORTERS

Consignments Solicited HEAD OFFICE: 181-183 Bannatyne Ave. East, WINNIPEG *Write Us*

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN CANADA

CHRISTIE'S BISCUITS and Robertson's Confectionery

are both marketed in Western Canada by us.
Both lines are having big sales.

For the same reason your goods should be among the big sellers.

Scott - Bathgate Company, Limited
Wholesale Grocery Brokers and Manufacturers' Agents
149 Notre Dame Avenue, East - WINNIPEG

"Always On The Job"

The H. L. Perry Co., Ltd., 214-216 Princess St., Winnipeg

As your Selling Agents, we can make a big success of your Account.

STORAGE DISTRIBUTING FORWARDING

ALBERTA

D. J. MacLeod & Co.
Manufacturers' Agents and Grocery Brokers
EDMONTON, ALTA.
Open to negotiate for new lines in Alberta. Our staff calls on wholesale trade and does detail work.

B. M. Henderson Brokerage, Ltd.
106-7 Adams Building, Edmonton, Alta.
(Brokers Exclusively)
Dried Fruits, Nuts, Beans, Jams, Cereals, Fresh Fruits and Vegetables.

WHEN ANSWERING ADVERTISEMENTS KINDLY MENTION NAME OF THIS PAPER

Say you saw it in Canadian Grocer, it will identify you.

PACIFIC CARTAGE CO.
C.P.R. Carters
Office: C.P.R. Freight Sheds CALGARY
Distribution of Cars a Specialty
Storage and Forwarding Prompt Service

Western Transfer & Storage, Ltd.
C.N.R. Carters C.P.R.
DISTRIBUTION - STORAGE - CARTAGE
P.O. Box 666, Edmonton, Alta.
Members of the Canadian Warehousemen's Association

Watson & Truesdale, Winnipeg

Have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

A BRANCH HOUSE WITHOUT THE COST OF MANAGEMENT

The Regina Cold Storage & Forwarding Co. Ltd.

Regina - Saskatchewan

COLD STORAGE WAREHOUSING CAR DISTRIBUTION

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

ONTARIO

T. M. SIBBALD & SON
GROCERY BROKERS
Agent for KELLOGG'S Toasted Cornflakes
Another Agency Solicited
311 KING ST. E. - TORONTO
Storage and Bonded Warehouses

MACLURE & LANGLEY
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

WHEN WRITING TO ADVERTISERS KINDLY MENTION NAME OF THIS PAPER

Sell the Best

"BETTER be sure than sorry." OCEAN Blue is the highest standard attainable in a Laundry Blue.

True, it sells at only a few cents a packet, but nothing has been sacrificed to bring it down to a popular price.

As you want to please ALL your customers sell them

OCEAN BLUE

In Squares and Bags
Order from your Wholesaler

HARGREAVES (CANADA) Limited
The Gray Building, 24 & 26 Wellington St. W., Toronto

Western Agents: For Manitoba, Saskatchewan and Alberta: W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon: Creedon & Avery, Rooms 5 and 6, Jones Block, 407 Hastings Street West, Vancouver, B.C.

EVERY DOG OWNER

throughout the World

Knows

SPRATT'S

DOG CAKES

and

PUPPY BISCUITS

Will you cater for those in your town?

Ask your jobber for them or write for samples and prices to

SPRATT'S PATENT LIMITED
Congress Street, NEWARK, New Jersey, U.S.A.
or
24-25 Fenchurch Street, London, England

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcement appear on this page.

QUEBEC

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO
Canadian Food Control License Nos. 6-236/7/8

THE S. G. BENDON UTILITY CO.
Brokers and Commission Agents
30 St. Francis Xavier St., Montreal
Our Motto: Always at Your Service

JOHN E TURTON
Wholesale Grocery Broker
BOARD OF TRADE BUILDING
MONTREAL

Paul F. Gauvreau
Wholesale Broker
FLOUR, FEEDS AND CEREALS
84, St. Peter Street, Quebec
Am buyer of Peas, Beans, mixed Grain of all kinds. Mail samples and prices. Need big quantities to fill contracts.

For Representation in Montreal
J. C. Thompson Company
209 St. Nicholas Bldg.
We cover the retail trade

J. L. FREEMAN & CO.
Wholesale Grocery Brokers
ROOM 122 BOARD OF TRADE BUILDING - Montreal

MARITIME PROVINCES

GAETZ & CO.
MANUFACTURERS' AGENTS AND GROCERY BROKERS
47-49 Upper Water St., Halifax, N.S.

LET CANADIAN GROCER
Sell It For You

PETER'S ORIGINAL MILK CHOCOLATE
New importation now in stock with
HOWE, McINTYRE CO. BROKERS, IMPORTERS AND MANUFACTURERS' AGENTS
91-93 YOUVILLE SQUARE - - MONTREAL

Dominion Spring Clothes Pins

An excellent pin that will please the housewife. You can get a supply from any good Wholesale Grocer or Jobber.

The J. H. Hanson Co., Ltd.
244 St. Paul St. West, Montreal

We need agents to handle our lines, in Ontario and Western Canada.
Lines sold to Grocers
When writing mention your bankers

Majestic Products Co.
Office: 17 St. James St., Quebec, Que.

The Demand is for Good Quality

Nothing is too good for the Canadian housewife when it comes to supplying the needs of her family. She wants to give them pure, wholesome, appetizing food, so, naturally, when she needs marmalade she will ask for

Shirriff's (True Seville) **Orange Marmalade**

Its matchless quality is the result of many years of experience in specializing upon the making of marmalade from Seville oranges and pure cane sugar.

You don't have to create the demand—our newspaper advertising is doing that for you.

ORDER A CASE TO-DAY

Imperial Extract Co. **Toronto, Ont.**

Agents for Canada : **Harold F. Ritchie & Co., Ltd., Toronto, Montreal**

Buy Macdonald's—

the safest guide to reliable tobaccos. For the past 60 years—Macdonald's Tobacco—"The Tobacco with a Heart"—has been Canada's favorite plug tobacco for smoking and chewing.

Buy Macdonald's Tobaccos in unbroken 10-lb. caddies.

There are four extra plugs in each caddie of Brier and Prince of Wales, thus giving an additional profit to the retailer of from 60 to 80 cents on the caddie.

Brier Caddy

Prince of Wales Caddy

Plug Smoking
"British Consols"
"Brier"
"Index"

Trade Mark Registered

Plug Chewing
"Prince of Wales"
"Napoleon"
"Black Rod" (Twist)
"Crown"

W. C. MACDONALD, REG'D. *Incorporated*

Established Over 60 Years

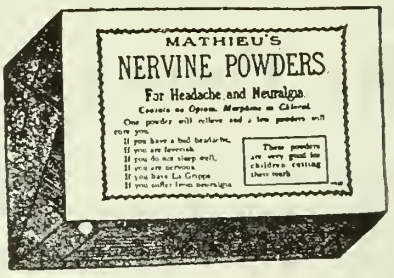
MONTREAL, QUE.

You know Marsh's Grape Juice

Unfermented Port, Unfermented Black Cherry Wine, Unfermented Ginger Wine, Raspberry Vinegar and Creme de Menthe—all high-grade non-intoxicants that every grocer can feature to good advantage.

We hope soon to be able to take care of orders for Marsh's Grape Juice. At present our stocks are completely exhausted.

The Marsh Grape Juice Company
NIAGARA FALLS, ONT.
Ontario Agents:
The MacLaren Imperial Cheese Co., Limited
Toronto, Ont.



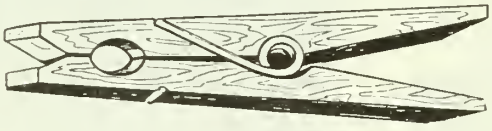
The best remedy for all nervous troubles
MATHIEU'S NERVINE POWDERS

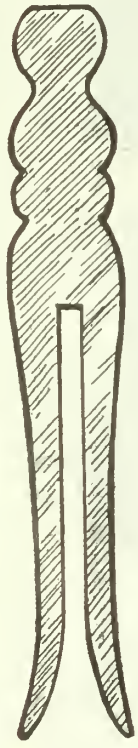
The wonderful curative properties of these little powders will instantly popularize them among those of your customers who suffer from headache, neuralgia and other nerve troubles.

Show Mathieu's regularly.

J. L. Mathieu Co.
SHERBROOKE, QUEBEC

The Megantic Broom Mfg. Co., Ltd.
Manufacturers of Brooms and Clothes Pins





Lake Megantic, Que.

Our clothes pins are made and designed to stay on the line. And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

AGENTS: Boivin & Grenier, Quebec. Delorme Frere, Montreal. J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa. Harry Horne Co., Toronto. Tomlinson & O'Brien, Winnipeg. Oppenheimer Bros., Vancouver; McFarlane & Field, Hamilton, Canada. Pyke Bros., Halifax, N.S.

Once Used, Always Used

CREAM OF BARLEY, a delicious breakfast food, cooked in three minutes; a most healthful diet for youth and old age; the most sensitive stomach can retain it, and it is recommended by all the leading physicians. We are the originators and only manufacturers of CREAM OF BARLEY, PEARL BARLEY FLOUR for Babies and Invalids, and SISTER MARY'S PAN-CAKE FLOUR. Every package of CREAM OF BARLEY is guaranteed, and we say on label, "Use one-half package, and if not satisfied, return it to your grocer and he will refund your money." Our goods are recommended by Dr. McGill, chief analyst at Ottawa, so you take no chance when ordering goods from us. Our mill is the only exclusive barley mill on the continent. Use "CREAM OF BARLEY" and stop taking medicine, for it is the real Mackay and can be bought from all first-class wholesale grocers.

Our trade mark is

MANUFACTURED BY

John Mackay & Co., Limited
BOWMANVILLE, ONT.

WAXTITE

Protects

Kellogg's

Toasted Corn Flakes

For You and For Your Customer

against moisture or any other injurious influence.

WAXTITE ENSURES THE FLAKES

reaching your customer's table with that delicious flavor and as fresh and crisp as when they left the oven in our

TORONTO KITCHENS

Made in

Toronto, Canada

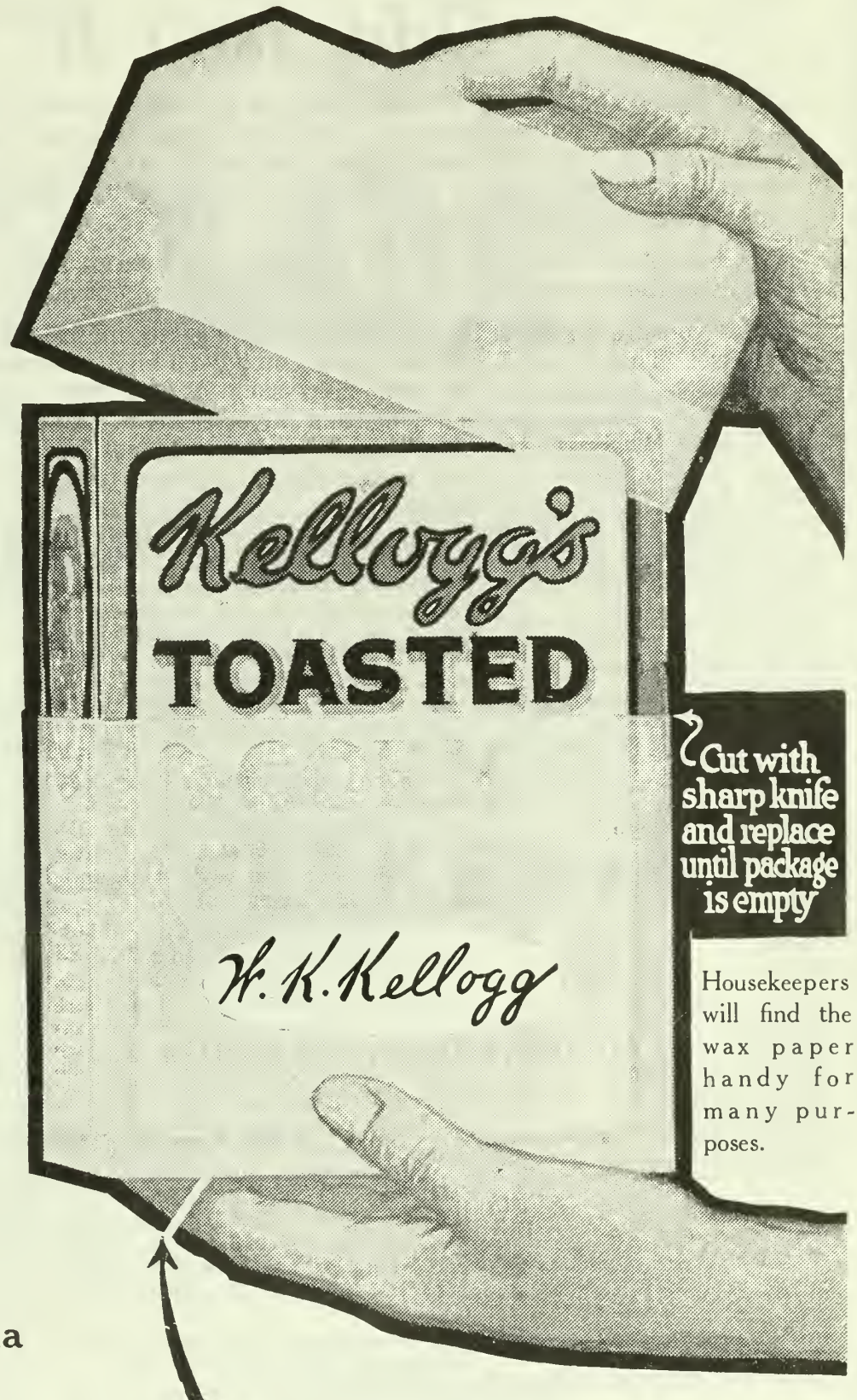
by

W. K. Kellogg

CEREAL CO.

Kellogg Toasted Corn Flake Co.

Battle Creek, Mich. Toronto, Canada



Cut with sharp knife and replace until package is empty

Housekeepers will find the wax paper handy for many purposes.

See that this full signature is on the package

Odd, Isn't It

—that some people think of advertising as a means of benefiting only the seller, when its basic function **must be** to render a necessary service to the buyer, else it could not exist. Merchandise lives or dies as it does or does not meet a human need. Advertising is subject to the same law of service. The real measure of its value is what it **gives,** not what it gets.

In the light of these truths, the marvellous growth of advertising in itself, is an impressive demonstration of its essential character in our economic system.

But you are not interested in **all** advertising any more than you are in all merchandise. That is one big reason why you have a highly specialized Business Paper in your field such as the one carrying this advertisement. It was born of your needs, not of any man's desire to be a publisher.

How It Works for You

What it does for you and your field editorially is self evident, but its **ad**itorial service is just as vital. Instead of a buyer having to depend upon gossip, hearsay and driblets of information from this or that source, he gets it all between two covers.

Timely, authoritative, comprehensive statements about needed materials pass in review as the advertising pages are turned. Confident judgments can be formed, and intelligent decisions made.

Yet advertising is NOT an **added** expense, but an improved distributive process, which takes the place of slower, more costly and less efficient methods.

That is why it pays to **read** advertising even more than it pays to advertise. Especially if you read it in papers which have met the exacting requirements of membership in The Associated Business Papers, Inc., for one of its standards of practice requires that a paper must **decline any advertisement which has a tendency to mislead or which does not conform to business integrity.**

You are invited to consult us freely about Business Papers or Business Paper advertising.

LIST OF MEMBERS

Each has subscribed to and is maintaining the highest standards of practice in their editorial and advertising service.

Advertising and Selling
American Architect
American Blacksmith
American Exporter
American Funeral Director
American Hatter
American Machinist
American Paint Journal
American Paint and Oil Dealer
American Printer
American School Board Journal
Architectural Record
Automobile Dealer and Repairer
Automobile Journal
Automotive Industries
Bakers Weekly
Boot and Shoe Recorder
Brick and Clay Record
Buildings and Building Management
Bulletin of Pharmacy
CANADIAN GROCER
Canadian Railway and Marine World
Candy and Ice Cream
Chemical & Metallurgical Engineering
Clothier and Furnisher
Coal Age
Coal Trade Journal
Concrete
Cotton
Daily Iron Trade & Metal Market Report
Domestic Engineering
Dry Goods Economist
Drygoodsman
Dry Goods Reporter
Electric Railway Journal
Electrical Merchandising
Electrical Record
Electrical Review
Electrical World
Embalmers' Monthly
Engineering World
Engineering and Mining Journal
Engineering News-Record
Factory
Farm Machinery—Farm Power
Foundry (The)
Furniture Journal
Furniture Manufacturer and Artisan
Furniture Merchants' Trade Journal
Gas Age
Gas Record
Grand Rapids Furniture Record
Haberdasher
Hardware Age

LIST OF MEMBERS
(*Continued*)

Heating and Ventilating Magazine.
Hide and Leather
Hotel Monthly
Illustrated Milliner
Implement and Tractor Age
Industrial Arts Magazine
Inland Printer
Iron Age
Iron Trade Review
Lumber
Lumber Trade Journal
Lumber World Review
Manufacturers' Record
Manufacturing Jeweler
Marine Engineering
Marine Review
Metal Worker, Plumber and Steam Fitter
Mining and Scientific Press
Millinery Trade Review
Mill Supplies
Modern Hospital
Motor Age
Motorcycle and Bicycle Illustrated
Motor Truck
Motor World
National Builder
National Druggist
National Petroleum News
Nautical Gazette
Northwestern Druggist
Nugent's, The Garment Weekly
Power
Power Boating
Power Plant Engineering
Price Current—Grain Reporter
Railway Age
Railway Electrical Engineer
Railway Maintenance Engineer
Railway Mechanical Engineer
Railway Signal Engineer
Retail Lumberman
Rubber Age
Shoe Findings
Shoe and Leather Reporter
Shoe Retailer
Southern Engineer
Southern Hardware and Implement Journal
Sporting Goods Dealer
Starchroom Laundry Journal
Tea and Coffee Trade Journal
Textile World Journal
Timberman
Transfer and Storage
Twin City Commercial Bulletin
Woodworker

THE ASSOCIATED BUSINESS PAPERS, Inc.

JESSE H. NEAL, *Executive Secretary*

HEADQUARTERS: 220 West 42nd Street NEW YORK CITY

Profits Without Turnover Benefit No Man

You cannot spend your profits until they have been converted into hard cash, and that necessitates turnover. Consequently, the greater the number of times an article turns over, the greater the ultimate, actual profit.

"SALADA"

is turned over by a large number of our customers once a month, twelve times a year. Supposing it's only 100 pounds a month, that means $120.00 a year net profit, without investment (for our terms are 30 days). How many articles in your store do likewise?

"SALADA" TEA COMPANY

TORONTO, MONTREAL AND U.S. CITIES

METALS · CHEMICALS · GLASS

B&S·H Established 1790

WE SOLICIT YOUR ENQUIRIES FOR

English Castor Oil
In Barrels or Cases
Cream of Tartar
Cream of Tartar Substitute
Bicarbonate of Soda
Borax, Glycerine, Blue Vitriol
Citric Acid, Tartaric Acid

FULL PARTICULARS OF THE ABOVE GLADLY SUPPLIED ON REQUEST

B.&S.H.THOMPSON
& COMPANY LIMITED
MONTREAL

Branches: TORONTO WINNIPEG VANCOUVER NEW GLASGOW, N.S.

Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is part of the Service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Cut out the coupon at the bottom of page, fill out and mail to us if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

THE CONSUMERS' ASSOCIATION AGAIN

There is a firm in Windsor, Ont., by the name of "The Consumers' Association." They say that they sell groceries, meat, etc. Can you please say if it is a good company, and if I can depend on them.—Ottawa, Ont.

Answer.—Regarding the Consumers' Association, Windsor, Ont., we do not think very highly of this concern. They have done business for some years past under a variety of names, and on various occasions have been forbidden the use of the mails. A short time ago they were closed by the Canada Food Board, but opened up again comparatively recently. Their system is merely to sell bulk orders, in which a few leader lines are sold below the prices they pay for them, sugar, for instance, and they make up the balance on the other articles in the selection, which are of poor quality. This association is within the law. We certainly think that you would be well advised to have nothing to do with them. We have dealt at length with the operations of this company in several issues of CANADIAN GROCER.

NAMES OF FURNITURE DEALERS.

Would you be kind enough to send us the names and addresses of a few good wholesale furniture dealers?—C. Southon & Son, Lakeport, Ontario.

Answer: In the furniture business the manufacturers sell direct to the trade. Following is a list of furniture manufacturers: Hespeler Furniture Co., Hespeler, Ont.; Geo. McLagon, Stratford, Ont.; Knechtel Furniture Co., Hanover, Ont.; Owen Sound Furniture Co., Owen Sound, Ont.; Canada Furniture Co., Woodstock, Ont.; Gold Medal Furniture Co., Toronto, Ont.

NAMES OF COMMISSION BROKERS

As we have branch stores in this district and supplying several other small stores in this vicinity, we are in a position to buy in carload lots and would be obliged if you could let us know of some large reputable firm of commission brokers or wholesale house who can give us close prices on all commodities in the grocery and provision line. We are practically in line for jobbers' prices and can take all discounts.—Feldman Bros., General Merchants, Schumacher, Ont.

Answer.—List has been mailed.

BUYERS OF WILD BERRIES

Please give names of firms (either canneries or wholesale fruit companies) who buy wild berries in quantities during season?—John Rowlandson, Porquis Junction, New Ontario.

Answer.—Probably the firms listed below would purchase these or would be willing to handle them for you on commission: Geo. Vipond & Co., Montreal; J. R. Clogg & Co., Montreal; Hunt & Tuckwell, Montreal; Lemon Bros., Owen Sound; Hugh Walker & Son, Guelph, Ont.; Peter Duncan Co., 88 Front St. East, Toronto, Ont.; White & Co., Church and Front Sts., Toronto, Ont.; McBride Bros., Church Street, Toronto, Ont.; McWilliam & Everist, Ltd., 25 Church Street, Toronto, Ont.

BUYERS OF MAPLE SYRUP

Will you be good enough to send me addresses of wholesale merchants to whom I can sell maple sugar and the price of subscription to your magazine?—J. C. Larochelle, Beauceville West, Beauce, P.Q.

Answer.—Bowes Co., Ltd., Toronto, Ont. Canadian Grocer is $3.00 per year.

FRUIT IN CAR LOTS

Would you please inform us where we could purchase car lots of grapes, apples, peaches, pears and plums?—J. A. Virtue, Esq., Moosomin, Sask.

Answer:—The following are reputable shippers of these products: E. L. Jennett, Beamsville, Ont.; Titterington Bros., St. Catharines, Ont.; Ontario & Western Fruit Growers, Grimsby, Ont.; Grimsby Co-operative Fruit Growers, Grimsby, Ont.; Winona Fruit Growers, Winona, Ont.; E. D. Smith, Winona, Ont.

DAIRY SCHOOL BUTTER PRICES

Can you tell me the prices asked for creamery butter by Government dairy schools? Do they sell direct to the grocer, or to a cold storage man?

Answer.—The Government dairy schools sell both to the retail grocer and to the packers. The prices at which they sell are the prevailing market prices at the time of sale.

MAKERS OF ELECTRIC COFFEE GRINDERS

Will you please give us the name of a manufacturer of electrically driven coffee grinders?—Brumpton & Gaetz, Ltd., Red Deer, Alberta.

Answer.—Hobart Mfg. Co., Toronto.

COLLECTION AGENCY

Please give name of an account collection agency.—George & Shaness, Parry Harbor, Ont.

Answer.—The Nagle Mercantile Agency, Laprairie, Que.

PUT DOWN EGGS OR PAY HIGHER LATER

A Western authority forecasts $1.00 eggs next winter, and to offset this high price suggests the simple process of putting down eggs in water glass now. He sees little prospect for the early return to the lower scale of prices in pre-war days. About ninety per cent. of the eggs consumed between September and March, he observed, have either seen the inside of a cold storage warehouse or have been preserved by the housewife in waterglass. If it were not for the efforts of the cold storage man and the egg dealer, who often have to put up with a lot of abuse, he points out there would be very few eggs available in this country in the winter time.

TO PROTECT PUBLIC HEALTH

With the aim of improving sanitary conditions and protecting public health at the various exhibitions held throughout the province, Dr. M. M. Seymour, commissioner of health for Saskatchewan, has a series of new regulations pertaining to exhibitions and summer resorts. One regulation places the ban on the old-fashioned practice of serving pink lemonade by ladling out of the top of the container. The liquid must be drawn off through a tap into paper containers.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers

INFORMATION WANTED

Date.....191..

Please give me information on the following: .....Name .....

Address .....

.....

.....

.....

The Tea That Meets The Economical Needs of the Hour

YEARS ago, if we could have foreseen that tea would be as high as it is today, we could not have made up blends which would have better fitted in with present conditions.

WHEN we put Red Rose Tea on the market 25 years ago, we emphasized its economy. Year after year, we have told the public about the economy of using a tea that consisted chiefly of ASSAM teas--the richest and strongest in the world.

WITH tea prices at their present level, the economical features of Red Rose Tea are appreciated more than ever---and the emphasis we have put on these features in our advertising during past years has an accumulative effect to-day that is shown in the exceedingly strong nation-wide demand for Red Rose Tea at the present time.

WHEN people think of an economical tea they instinctively think of Red Rose Tea.

Red Rose Tea

"is good tea"

Good quality, good value, good seller.

T. H. Estabrooks Co., Limited

St. John, Montreal, Toronto, Winnipeg, Calgary, Edmonton.

Stand This Jack Tar On Your Counter and Your Stock of Keen's Will Sell More Rapidly

Of course every one of your customers knows Keen's Oxford Blue. But the counter display here illustrated will remind every woman coming to the store that this "Blue of Blues" is kept in stock.

Magor, Son & Co., Ltd.

191 St. Paul St. W., Montreal 30 Church St., Toronto

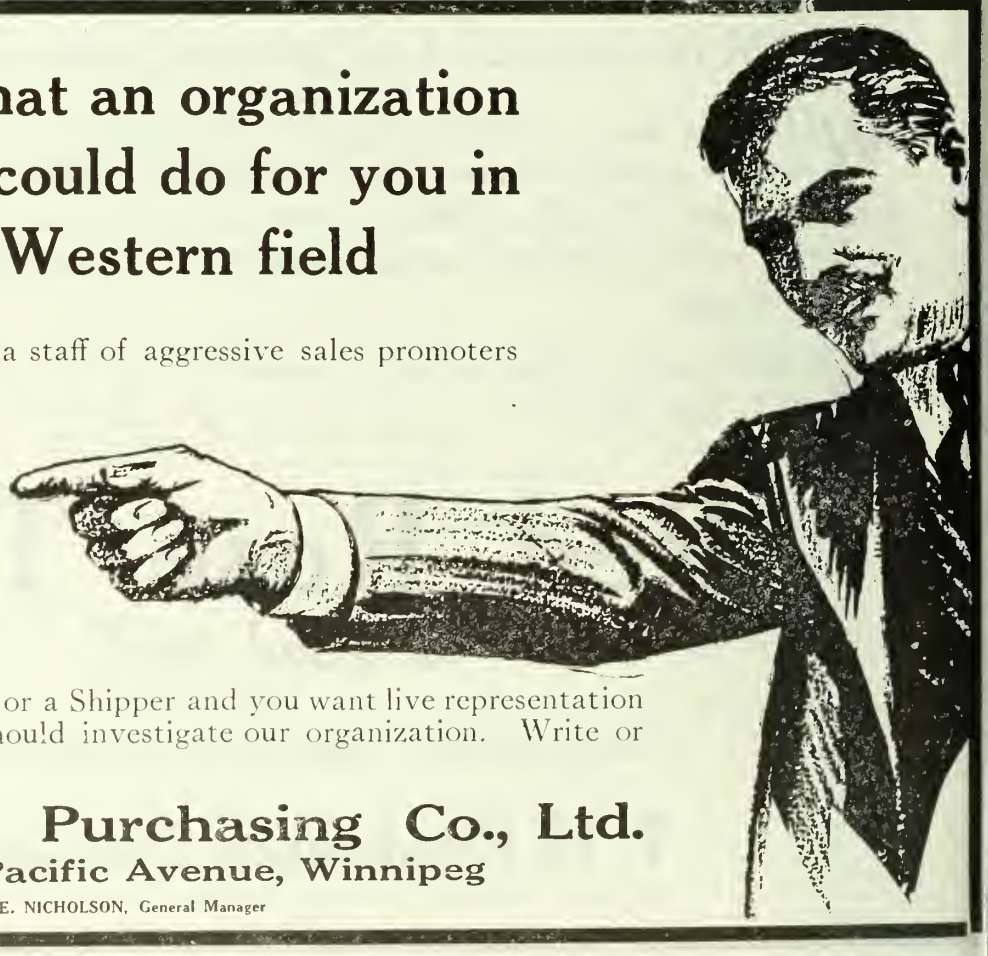
(Canadian Agents)

Send for one to-day—It's free of charge

Think what an organization like this could do for you in the Western field

Well established, a staff of aggressive sales promoters and

an Annual Purchasing Power now of $15,000,000



If you are a Manufacturer or a Shipper and you want live representation in Western Canada you should investigate our organization. Write or wire us your offerings.

Consolidated Purchasing Co., Ltd.

313-319 Pacific Avenue, Winnipeg

E. NICHOLSON, General Manager

CANADIAN GROCER

Vol. XXXIII. TORONTO, AUGUST 8, 1919 No. 32

Swelling the Buyers 1,000 Per Week

This is the Record of Montreal Dealer Through Cash and Carry Department—With Average Sale of One Dollar Each Makes Big Annual Increase in Cash Takings—How John Robertson & Son Do

"RECENTLY we sold thirty-three hundred and forty-three cans of one brand of soup that we had on sale, within one week. The company who put this up wrote to say that this was the largest single amount sold in any one city during the demonstrations that were being given, in fact, it was far larger than any one sale they had made elsewhere."

In these words, J. H. Robertson, of John Robertson & Son, 863 St. Catherine St. W., Montreal, referred to the expansion of the Cash and Carry feature of their business. To a staff representative of CANADIAN GROCER, Mr. Robertson outlined some interesting details, and which indicate how well the idea has been developed here, to conduct this department, in addition to the regular fixed trade which has accrued to the store for many years. "The Cash and Carry idea is here to stay," said Mr. Robertson, "for it has been a real success."

Growth Was Quick

The writer was in conversation with Mr. Robertson during the early part of 1918. The Cash and Carry idea was then in its early stages here, and, while working well, it was in the experimental stage. Mr. Robertson had entertained hopes for the scheme, and, by working along lines that he had mapped out, development was not only likely to manifest itself, but it was sure to come. To just what extent this development would reach, was the question that only a complete test, covering at least ten or twelve months, would reveal.

And so, time has proved the wisdom of the experiment, for the system has, as stated above, come to stay. Its success has been proven, and in no uncertain manner as subsequent references herein will indicate.

An Ideal Location

"We have the best location, I think, in Montreal, for carrying out the Cash and Carry plan of selling," said Mr. Robertson. "I really do not think that there is a store in the city that is placed so well, to meet trade of this kind."

The Robertson store is located right in the heart of a large retail section of the big city. There is an immense pedestrian traffic, and the crowd which passes here in an average week-day numbers tens of thousands. In this, is wrapped up the retailer's opportunity. And particularly so, when consideration of the 'pay and take" idea has presented itself to the grocer, and demands an answer.

The very fact of securing the chance to reach the eye of the prospective buyer holds a golden opportunity. In fact,

it is quite safe to say that, with the displays made in the windows of this store, a very large percentage of the sales made are through suggestion. Mr. Robertson believes they are, and for this reason he makes use of his windows to the best possible advantage.

The Window Display

Attractiveness is a somewhat maligned word, but it is one that ought to be writ large in the vision of the twentieth century grocer. Time was when the window served its useful, but unproductive role of affording so much storage for the barrels of rolled oats, cornmeal, sacks of flour, molasses, etc. The "good old days" had their fling. The day of right and timely display is having its innings now, and the attractive display is the resultful one.

Although there is but one window to the Robertson store for display purposes, this is very wide. The entrance to the store door leaves a good width, and as will be seen in the accompanying photograph, a splendid width of space is available. This, for a stock that must necessarily be accessible at all times and seasons, is a fortunate thing. The grocery window can be made effective if its width is ample.

At either end, it will be seen that the window display is "built up." Then the display narrows toward the centre. This has two advantages In the first place the display from without is more effectively seen by the pedestrian, and the salesmen have easy access to those lines that are perishable, and which are neatly arranged nearer the central part of the window. Being gently sloped toward the glass, the effect outside is very satisfactory.

Many Lines Selected

It should be stated that the Robertson store caters to a very large family trade. A decidedly large volume of this business comes to the store over the telephone. And, as this is a select trade of many years' standing, the Cash and Carry idea was not intended to serve this, but rather to meet the wish of those who wanted to reduce their purchase price by eliminating the delivery charges. The delivery service is still maintained for those who are willing to pay for the cost of maintaining it, for its cost must be met. Incidentally, it may be stated that this part of the store's trade runs well on to two hundred thousand dollars annually. Therefore, much of the cash trade each day is found business from passersby.

The goods displayed daily in the window are selected from the store's stock, and there is a good variety shown from Monday morning until Saturday night. These are always displayed attractively. In showing fruits and vegetables that can be accommodated in this way, small cardboard boxes are employed. These are moderate in cost and, being used in several sizes, a popular price may be named on them when filled with pears, peaches, apples, plums, grapes, tomatoes, cucumbers, etc. They help make a window look well, and attract the buyer. Put up in this way, a good profit is also possible.

Canned goods, including fruits and vegetables, in both tins and glass, are frequently on sale, and soups are a big favorite. In fact, it was the line of soups, referred to at the beginning of the article, which made such a big record in point of sales.

Pays Men Commission

Mr. Robertson is a firm believer in the selling power of his salesmen. He said that they could unquestionably sell any line they got behind, and that they had many times demonstrated their ability to sell the customer any line they were convinced was alright.

In a letter received from the company making the soups that were recently featured, the firm wished its thanks conveyed to the salesmen of the store for their splendid co-operation in making the demonstration and sale the success it was. And Mr. Robertson agreed that the man behind the counter is an indispensable and a very vital link in the selling scheme. In fact, knowing as he does, that his man can greatly increase the sale of a given product, and when he desires to "ginger up" turnover on any one line, he makes it worth their while to get behind and push for results by holding out a commission inducement. "Some of the men have made around $250 per year, in addition to their salary, in this way," he said. "Sometimes we make them an offer of an extra 5% on sales made of a given article. It is fine how they can sell the goods under this plan. They take advantage also of stimulating sales on the telephone for these specials, when taking orders from our customers for other goods."

Mr. Roberston referred to a recent case in which he had, in this way, succeeded in clearing out about $2,000 of one line of merchandise.

$1,000 Weekly Increase

It is estimated by Mr. Robertson that his cash sales have increased at least $1,000 weekly since the development of his Cash and Carry plan to its present position. This is largely new business—it might almost be called found trade that would not come to the store, and some of which would not be secured by anyone. For, as already suggested, many goods are sold through suggestion, which would not otherwise be disposed of at all.

Some weeks, according to the records produced, there was a far larger increase in the cash takings and also a much larger number of customers. Every sale is recorded, and the Cash and Carry business is taken care of through the cash registers, and the office staff make careful postings of all records, so that immediate reference to the business of a given date can be made and the information wanted is always available.

Getting the buyer inside the store is a mighty important thing. Mr. Robertson finds it possible to sell the average customer coming in this way more than was sought at first. And he has figured out that, while many of the special items shown in the window do not cost over 25c to 50c, the average customer will buy and carry away at least a dollar's worth. The sales on some occasions have run $1,500, $2,000 and even $2,800 for a single day.

Selling Power—Quality

"We endeavor to sell our customers reliable brands," said Mr. Robertson. "I look at this matter just the same as I would in selecting for my own table. We could not afford to send our customers a poor and inferior class of groceries."

In this connection, the writer asked the views of Mr. Robertson as to the possibility of selling any given product, and if he had been able to sell what he

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New Crop Honey Quoted High

Producers Are Asking 25 Cents Per Pound—Some Bought at 20 Cents

WHILE there has been no new crop honey actually for sale on the Toronto market as yet, the dealers are bidding for it in the country, and from present indications it looks as though opening quotations are going to be higher than last year. One large buyer informed CANADIAN GROCER that some had been purchased this season at 20 cents per pound, but the beekeepers were now asking 25 cents per pound. Other dealers expressed the opinion that the latter figure was altogether too high. Information as to the crop this year point to the fact that the yield will not be quite as heavy in the two largest producing counties, namely: Lambton and Middlesex, but that in other parts of the Province, it will exceed last year. On the whole the crop is expected to be a big one. The weather this summer has been ideal for the production of honey. The producers held back a good deal of last season's crop hoping to obtain higher prices for it when they supposed stocks would have been pretty well depleted. The result has been that they have not been able to dispose of it before the new crop is ready. Instead of getting from 27 to 28 cents per pound for it, they are now only receiving 20 cents, and there is still a good amount of it to be bought, in spite of the fact that early in the honey season of last year, it was announced that there would only be a light output.

System a Safeguard for the Store

Manager of Chain Store Shows Where He Believes Independent Stores Are Lax—Points Out System Used in Chain Store, Which Anyone Can Follow.

THE general manager of a large chain of stores operating in Cincinnati and the Central States, contends that where the average grocer fails in his competition with the Chain Store is not so much in his inability to compete with an organization of far larger buying power, but rather in the things that he could readily achieve, a systematizing of the stores service. The points raised by this official are worthy of the consideration of every wide-awake merchant. "The first thing the chain store man does when he takes over a formerly independent store," says W. H. Albers, general manager of the Kroeger Grocery and Baking Company, the chain store in question, to scrap every one of the 900 to 1,000 different articles or brands of various ages in stock for whatever price he can get for them, regardless of profit or loss.

Unsuitable Fixture a Devourer of Profit

"He does the same thing with the fixtures, which usually are found to be unsuitable for the systematic handling of the merchandise. This is one of the most common devourers of profits in the independent store, this lost motion occasioned by improper and unsystematic arrangement of stock. In chain stores, you know, each article has a fixed position on the shelves and counters, which is determined by the volume of sales.

Filling the Shelves With System

"Articles which repeat the greatest number of times are placed nearest the centre of the store, most conveniently within reach. The shelves are refilled several times during the day. This is lots easier than locating the entire large stock of a certain brand some place in the back of the store, where there is room for it, and then letting the clerks walk back and forth every time a customer calls for it.

Limiting the Number of Brands

"Having cleaned out all the old stock, the chain store man replaces it with fresh goods and as a rule not more than 400 brands, instead of the 900 to 1,000 formerly carried. He concentrates on the things which are in most general demand. If there is money to be made in goods of lesser demand—and consequently of slower turnover—he's more than willing to let somebody else make it. His cardinal rule is not to allow goods to get old and deteriorate in his possession.

Carries Standard Size

"He limits package goods to two sizes in each article, one for the average large family and one for the average small family. There is no time lost by the customer's pondering over which size to take out of selections ranging up to a half a dozen or more. Subtle differences in sizes don't make any real difference to the average customer anyhow; their only purpose seems to be to confuse and delay her.

Windows That Draw

"The chain store man pays particular attention to his window displays. The windows of the independent store are often a catch-all, creating bad impressions which drive people away and then because his trade dwindles the proprietor complains that he can't afford the time and expense of attractive windows. Chain store windows are kept clean. The displays are frequently changed, and kept in season.

A Buyer Who Actually Buys

"It is true, of course, that the chain system buys in larger quantities and so is able to get better prices. But there's another point. The chain store buyer really buys. He don't sit back and allow someone to sell him. He knows what he wants for his trade, and goes after it. He doesn't wait for someone to come in and tell him what he wants—someone whose object ought to be that of selling him goods he can get rid of quickly and repeat on, but whose object often is to make a hit with his own boss by turning in the biggest order he can squeeze out of the merchant."

Canners Announce Prices on Peas and Early Fruits

THE Dominion Canners have announced prices on their pack of peas, cherries, raspberries, gooseberries and currants. The pack of peas has not been a full one, as for instance, in the case of extra fine sifted peas, there being only a fifteen per cent. pack. Standard peas are only a forty per cent. pack, and are quoted at from $1.97½ to $2.02½, the extra fine sifted being quoted at from $2.77½ to $2.82½. These quotations are for twos. Sweet wrinkle peas and Early Junes are a 75 per cent. pack, the opening prices ranging from $2.40 to $2.45 for Sweet wrinkle peas and from $2.12½ to $2.17½ for Early Junes. All these first prices on the 1919 pack are higher than the top quotations on peas during the past season. In cherries and raspberries there is from seventy to one hundred per cent. of the normal delivery. Black cherries, pitted, heavy syrup, are 100 per cent. They are quoted at from $4.45 to $4.55 for twos. The unpitted kind, which also show 100 per cent., are quoted at from $4.17½ to $4.27½. Pitted red cherries in heavy syrup are only 70 per cent. of normal pack, as are also the unpitted red cheries. The prices are the same as the black cheries. Black raspberries are a normal pack, but the red is only 70 per cent. of normal. They are quoted at from $4.75 to $4.85 for twos. Gooseberries, black and red currants are also normal packs.

The following is the list of new prices to the retail trade:—

	% Delivery	Per Dozen. Choice	Standard
20 oz. Petits Pois Tres Fins	14	2 37½	2 32½
20 oz. Pois Moyens	40	1 80	1 75
2's Peas, extra fine sifted, size 1	15	2 47½	2 42½
2's Peas, Sweet Wrinkle, size 2	75	2 15	2 10
2's Peas, Early June, size 3	75	1 90	1 85
2's Peas, standard, size 4.	40	1 77½	1 72½

FRUITS

2's Cherries, black, pitted, heavy syrup	100	3 90	3 80
2's Cherries, blk., not pitted, heavy syrup	100	3 65	3 55
2's Cherries, red, pitted, heavy syrup	70	3 90	3 80
2's Cherries, red, not pitted, heavy syrup	70	3 65	3 55
2's Cherries, white, pitted, heavy syrup	70	3 90	3 80
2's Cherries, white, not pitted, heavy syrup	70	3 65	3 55
10's Cherries, red, pitted	70	17 10	17 00
2's Currants, black, heavy syrup	100	4 15	4 05
10's Currants, black, solid pack	100	19 10	19 00
2's Currants, red, heavy syrup	100	4 15	4 05
2's Gooseberries, heavy syrup	100	4 15	4 05
2's Raspberries, blk., heavy syrup	100	4 15	4 05
2's Raspberries, red, heavy syrup	70	4 15	4 05
10's Raspberries, red, solid pack	70	19 10	19 00

These prices are subject to terms and conditions as per our printed contract. Also subject to change and withdrawal without notice.

CANADIAN WHOLESALE GROCERS' ASSOCIATION TO CONVENE

Organization Meeting to be Held at Ottawa the Latter Part of August

An organization meeting of the recently incorporated Canadian Wholesale Grocers' Association will be held at the Chateau Laurier, Ottawa, on August 21 and 22. At this meeting the constitution and by-laws of the Association will be adopted, and the future policy of the organization more or less established. As representatives from the various Provinces of the Dominion have expressed themselves as being in hearty accord with the movement to inaugurate a Dominion wide body of wholesalers, it is expected that there will be a large representation present at this time.

Red Salmon Will Be Scarce

Sockeye Run is Known to be Light, and in Great Demand—Cohoes Will Probably Show a Fair Run—Export Demand Keen at High Figures and Heavy Selling Reported to That Market

A SALMON man who has just returned East from the Pacific coast, where he made an investigation into this year's run, has summarized for CANADIAN GROCER the situation as he found it, as follows:

Sockeye.—Are not running well up to date, and there is bound to be a big shortage of this grade this year. The English market is very active, and it is hard to believe, but nevertheless it is true, that they are offering $16 for talls unlabelled and $17.25 to $17.50 for half pound flats unlabelled. These are attractive prices, and a number of the packers have sold practically their whole output in this market.

Cohoes.—Have not started running yet, and as to what deliveries will be made this year is only guesswork, but there should be a fair supply of cohoes for the Canadian market this season.

Home Market Over-Supplied

Pinks and Chums.—Sales of these two grades have not been as large as anticipated owing to the heavy stocks held by wholesale grocers throughout Canada. Wholesalers advise that the demand for these two grades has fallen off considerably, and the only reason we can give is, that owing to the Government commandeering all the better grades last year wholesale grocers throughout the Dominion bought a supply of pinks regardless of the labels used on the tins, thinking that the consumers would want pink salmon and would not object to the labels. The result is that inferior salmon has been placed in these tins, and with the labels not being standard and known to the public they have not sold. The public demands standard brands that they have known for years, and will not take a substitute. The export demand for pinks and chums is heavy, and the packers can get $8.50 per case unlabelled for all they can pack.

Will be Shortage of Red Salmon

Just when deliveries will be made, it is hard to say. The demand is great for the red salmon, and there is bound to be a great shortage.

Alaska Reds.—We do not think there will be many more come into the Canadian market as they are wanted in the United States.

Prices will be named by the larger packers somewhere around the middle of August and may be a shade higher than last year's opening prices.

Discourtesy to Child Costs Customer

A Merchant Loses a Good Customer Through Failure to Give a Child the Attention of an Elder—Children Often the Representative of the House—A Customer's Viewpoint

THE child customer is one whom the retailer often feels he could easily get along without. Its purchases are very likely to be small, and he invariably takes a good deal of time in making a choice, two things which often tend to exasperate a busy dealer. Oftentimes, however, the child is a messenger from home, and in such a case, their order may be a substantial one.

Good Policy to Please the Child

No matter what the extent of the trouble he gives or the smallness of the order, it does not pay to overlook the child.

Recently the writer was discussing this question with a dealer, when a woman who had overheard part of the conversation, remarked, "There is a good deal in what you have said. I myself have transferred my account solely through a mistake of this kind.

The Customer's Story

"A few weeks ago I needed some articles from the store, and needed them at once, as I was just starting some baking. Finding it impossible to go myself I gave my little four-year-old girl a note containing a list of my wants and asked her to hurry. Nearly forty-five minutes passed, and becoming alarmed over her prolonged absence, I, at considerable inconvenience to myself, hurried over to the store to inquire what had happened.

"I found my little girl still standing there. Several other people had come in after my child's arrival, and had been waited upon, but she was too timid to assert herself, and as a result the grocer let her wait while he attended adult and more forward child customers. I decided that a man who would treat a child so, was not the person I cared to deal with, and I have never ordered anything there since, and certainly have no intention of going back."

The writer discovered that the woman who had spoken had been a permanent customer of the dealer to whom he had been speaking, and that her account was one he regarded himself as being fortunate in securing.

JUDGMENT RESERVED IN KELLOGG ARGUMENT

Mr. Justice Kelly reserved judgment after hearing the arguments of both companies in the action brought by the Battle Creek Toasted Corn Flakes Co., London, Ont., requesting an injunction to prevent the Kellogg Toasted Corn Flake Co., of Battle Creek, Mich., and Toronto, Canada, from selling the Canadian trade goods known as "Kellogg's Toasted Corn Flakes" in packages claimed to be similar to those of the Canadian firm. The arguments were heard at Osgoode Hall, Toronto, last week.

D. L. McCarthy, C.C., appearing for the Battle Creek Toasted Corn Flake Co., declared that his company had bought the right to use the American's firm trade mark and secret formula in Canada with the understanding that they would not ship similar goods into Canada. In June, Mr. McCarthy said, the company found that similar goods were being shipped in from the States.

I. F. Hellmuth, K.C., for the other company, argued that in 1908 the Canadian company had copied the American design. The decision is awaited by the trade with a good deal of interest.

SOME RECENT EXPERIENCES

Hon. Mr. Redfield, United States Secretary of Commerce, which corresponds with our Minister of Trade, invited a group of Business Paper publishers to meet him in New York, to discuss and advise with him on the solution of some of the grave problems now confronting the business interests of that country. United States manufacturers and export companies are desirous of supporting the efforts of the American business newspapers to obtain circulation in foreign lands, and three of the largest financial institutions, The Guarantee Trust Company, The National City Bank, and the Irving National Bank of New York, which possess specially selected lists of leading buyers in all countries, have offered to assist recognized business newspaper publishers in developing foreign circulation.

The manager of an Association of Business Newspapers in the United States was invited, with several others, by the Finance Minister of the United States, Carter H. Glass, to a luncheon which he gave for the purpose of discussing plans for educating business men concerning some of the public questions.

But we have at Ottawa, as Director of our Department of Public Information, M. E. Nichols, who says business newspapers are of no public value and should not be admitted to the newspaper mails.

COFFEE PRICES FIRM

While coffee prices are firm, there has been no revision for several weeks. It was stated last week that there were higher prices on Chase and Sanborn Coffees. The last advance made on these was on or about July 10th. The present prices, which were then made effective, are: Half-pound packages 55c; one pound 53c and two pounds 52c.

London Grocers Have Splendid Picnic

Weather Favors, and Day of Unusually Interesting Sports and Events Enjoyed by a Record Crowd at Port Stanley

WHEN it comes to a real bang-up, honest-to-goodness picnic, you've got to wait for the Grocers. This well-known fact was demonstrated more clearly than ever at the London Grocers' Picnic, held at Port Stanley, last Wednesday. The public evidently expected the picnic to be a real success, and they surely had reason for their belief, for this was the fourteenth annual event. At any rate there was a record crowd. Somewhere between five and seven thousand people travelled over the London and Port Stanley to the delightful picnic grounds on the Lake shore. Once at the shore there was a general scattering, some to the bathing pavilion, some up on the hill where the baby show and the dancing contests were held, but the majority of the picnickers stayed to watch the general sports.

John T. May, president of the London Grocers' Association was the chairman of the Sport Committee, and so to him goes a good deal of the credit for the successful and satisfactory way in which the events were conducted.

Ample space was roped off to provide for every event, which not only gave the contestants a chance to do their best but gave the spectators a chance to enjoy the fun as well.

It was about 2.30 p. m. when the program of sports was started after Ernie Moore had about ruined a pleasant voice by orations on the megaphone. About that time the heaviest trainloads of picnickers had arrived, and the scene of the games was a very lively one indeed.

Plenty of Novelty

There was plenty of novelty in the way of sports. If you didn't happen to care for racing there was boxing in barrels which was an exciting enough sport for anyone, or tilting the bucket, in which doughty knights in wheelbarrows tilted at buckets of water. Or if these pursuits were too strenuous, why, there was the smoking contest with cigars of a not too well-mannered variety, provided. As a matter of fact, however, the majority of the picnickers seemed to take an unfailing interest in the whole program.

Events for Grocers Popular

When it got down to a fine point, however, it was the events in which the grocers and their assistants were personally represented that brought the most enthusiasm.

H. A. Summers proved himself a sprinter of no mean ability, while both halves of the McDonald family distinguished themselves.

The race for grocers over 50 looked for a while as though it were going to be a bloomer, for there wasn't anyone present who seemed willing to admit that they were anywhere near the age. Finally the age limit was reduced to forty, and some contestants came forward modestly admitting that at length of grocery experience. But there is no purpose in enlarging on these events other than to give the winners as follows:

Grocers' employees' race, 100 yards—Harold Grierson, C. Leigh, C. Gauld.

Lady Clerks' race, 16 years and over, 50 yards—Miss W. Trudell, Miss D. Rowntree, Amy Hanibal.

Grocers' race, 100 yards (members of the association)—H. Rowntree.

Grocers' race, 100 yards—C. Walters, H. A. Summers, Fred McDonald.

Grocers' wives, 50 yards—Mrs. McDonald, Mrs. Tozer, Mrs. Jones, Mrs. Joliffe.

Grocers over 50 years, 50 yards—H. A. Summers, F. Huston, H. Harley.

Travellers' race, 100 yards—S. W. Lyonde, C. A. Wilson, Harry Hooper, Our Guests, 100 yards—W. A. Hill, R. Skinner, A. R. Farr.

The Baby Show

While the sports were in progress the baby show for which the London Grocers' Picnic is rightly famous, was held on Invererie Heights. It was a real baby show, with plenty of participants. The presiding genius of this great event was E. Noel, ably assisted by W. J. Brown and J. W. McKenzie, with a couple of ladies added to the committee for good measure. There were eight events and 29 prizes to be awarded, so it is evident that Mr. Noel and his able assistants had their hands full. Then there was the dancing contest, presided over by Kenzie McCormick. There were some nine events in this dancing contest, so that there was plenty of novelty here, too.

Grocers' Baseball Battle

One of the great features of the day was, of course, the baseball match, which brought the sports to a close. The match was between grocers and their assistants from the north and south of the city. Fred Brown was the umpire, and had, perhaps, the busiest time of the day trying to keep track of the play, without endangering his friendship with one or other of the sides. The game was no mean exhibit, and after five strenuous innings resulted in a win for the North End Grocers by a score 8 to 7. The teams were as follows:

North End, Boug, pitcher; Summers, catcher; E. Boug, Trudell, C. Shaw, Slater, Lane, Barber and Pierce. South End —Lackey, pitcher; Craig, catcher; Baker,

(Continued on page 33)

The Executive of the London Grocers' Association. Standing, left to right: H. P. Rosser, Treasurer; Frank C. Pierce, secretary; H. Ranahan, 1st vice-president; H. Harley, chairman Reception Committee; Ald. G. B. Drake. Sitting: F. J. Lapthorne, chairman Tent Committee; T. J. May, President; J. M. McCloud, ex-president. Right hand picture, the judges in the Baby Contest, left to right: W. J. Brown, Mrs. Macpherson, Ed. Noel, chairman; Miss Howie, J. W. McKenzie.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

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THE MACLEAN PUBLISHING COMPANY, LIMITED

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Dry Goods Review Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, Power House, Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, Canadian Motor, Tractor and Implement Trade Journal.

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GREAT BRITAIN—London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director. Telephone Central 12960. Cable Address, Atabek, London, England.

SUBSCRIPTION—Canada, $3.00 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, $3.50 a year; other countries, $4.00 a year. Single copies, 10c, invariably in advance.

PUBLISHED EVERY FRIDAY

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation. Copy of report will be sent to anyone interested.

Vol. XXXIII. TORONTO, AUGUST 8, 1919 No. 32

DIFFICULTIES OF EXCHANGE

ONE of the troublesome commercial difficulties of the present moment is the serious nature of the Canadian exchange situation. Canada is a heavy importer from the United States in a large variety of food products, so that this condition becomes an all-important factor. It takes approximately $1.05 to pay for every $1.00 worth of goods purchased. This is one of the factors in increasing the cost of goods.

CARE AND COMMON SENSE NEEDED

A RESOLUTION asking Secretary of War Baker to put on the market at once food commodities totalling in value $120,000,000 has been passed by the United States Congress. Whether Mr. Baker accedes to the request or not remains to be seen. It may seem an easy enough thing to turn this quantity of food loose at one fell swoop. It involves a serious economic question, however. American food handlers were compelled last year to bid against enormous Governmental purchases that drove prices to then unheard of levels. They bought in good faith to meet the needs of the people. Now the Government finds that it did not really need the goods. If it forces them on sale, the merchant who was compelled to meet a high market because of Government competition, will be compelled to meet a disastrously low one. It is questionable whether some of these handlers would be able to weather the storm, and it is questionable whether any good result can be obtained by any such drastic action.

RAILWAYS DEMONSTRATE CANADA'S PROSPERITY

SOME interesting figures have recently been given out by the Department of Railways and Canals on the growing popularity of the railways as passenger and freight carriers. While the number of passengers carried fell off by some three million in 1918 over 1917, owing to the curtailment of railway service, the total number of passengers carried amounted to 50,737,294, as opposed to 35,894,575 in 1910 and 6,462,948 in 1880. The increase in freight traffic is even more noticeable. 1918 shows a general freight haulage of 127,543,687 tons, an increase of nearly six million tons over any other year. In 1910 the freight haulage was 76,482,866 tons and in 1880 it was 9,938,858 tons. These figures give some idea of the marvelous advancement of Canada in the course of only a few years.

THE SUGAR SITUATION

ONCE again the sugar situation comes to the fore. In the United States there has been a very pronounced shortage, owing largely to the very heavy buying demand from abroad. In some instances this buying demand has been evidenced by an offer for raws f.o.b. Cuba of a cent a pound higher than the Sugar Board has paid for the crop, and consequently above the distribution price to the Allied nations by the same amount. Much of this demand emanates from Germany, once one of the premier sugar producing nations of the world. This is only a temporary condition, but one that is serious enough in itself to warrant careful consideration. Another cause of shortage has been the longshoremen's strike that has prevented the sugar ships from clearing from American ports for Cuba.

In Canada the situation is not as serious, though even here a shortage is being felt. Canadian refineries have exported heavily during the year, and Canada has already exceeded her average consumption. She has, however, the British West Indian crop to supply her, and though there is a possibility of higher prices, it is probable that supplies will be adequate.

On the other hand, however, it is not wise to forget the fact that taking the world at large there is barely enough sugar to go around. This is a fact that the merchant may well keep to himself. In previous years, the sugar situation was much complicated by injudiciously given information. In Canada there is plenty of sugar to meet all requirements. Should an abnormal demand be induced, however, by panicky buying on anyone's part, the balance of the situation might be destroyed, and a condition of shortage result that under normal conditions would not obtain.

Merchants in general will be well advised not to encourage any heavy buying of sugar at the present time, and to encourage the consumption of brown instead of white sugar wherever possible. By so doing they will be of material assistance in maintaining stable conditions in this important commodity.

Various Questions and Answers

Description of Customers' Account Filing System — Some Thoughts on Cash Business

By HENRY JOHNSON, Jr.

A GROCER describes his account filing system this way:

I use an envelope filing system of my own. Instead of entering the slips in the ledger I put them in special envelopes which are stood upright in a box with an index. Any envelope can be picked out in a second or two, and it will show the customer's name and amount owing at any time. Total is carried forward to new slip when sale is made, so customer always has total amount of bill before him.

My difficulty is in matching this system with my cash register. I do not ring up each charge sale as I have to place the slip in the customer's envelope and cannot also place it in register for checking up at night, so I cannot thus keep a record of my charge as compared with my cash business as I wish to do. Perhaps you can tell me how to do it?

Of course when account is paid in full one can remove all the slips from the customer's envelope, ring up the amount as a charge sale, and the same total as a received on account, pin all slips together, put them in the register, and enter in the synoptic as rung up. But what to do with payments on account? How to ring into the register, and what to do with the slips? They cannot be removed from the envelope and the transaction cannot be rung up unless something is put into register to check when balance is struck at night.

I have told many times how I always kept my charge accounts as if the goods were still on hand, and regarded all payments on account as so much cash sales, but it seems to me that slips might be kept in a box during the day, added at night, and the total run into the register, if you desire to keep track of total outstanding bills concurrently, and then the slips could be filed.

If there is danger that two different totals might appear on the customer's slip because of items omitted through several purchases being made in a day, there are various kinds of sales slips which could be used. There are triplicate, considerably more expensive than the duplicate, but there is a duplicate with a perforated check portion on the bottom, used by department stores for various kinds of double checking. That could be used and the amount written on the lower check which could be torn off and put into register to correspond with the amount rung up on charge account. That last seems to me the feasible plan for your case.

No Personal Letters

Several times I have tried to make it clear that it is impossible for me to send information in a private letter. I have one enquiry now which I have held up, really intending to try to write personally. Hence it is probably too late already, for my work is too exacting and time too short for me to do this. Therefore, please do not ask it.

This is the enquiry, and you can see there is nothing about it which entitles it to private treatment. If I were to write detailed answers on such subjects I could literally do nothing else:

"At our last meeting I tried to persuade the members that the time had arrived to go on the cash basis, both buying and selling. I got a lot of knocks but I still think that they may be persuaded to come to it. Now I hope that you will be able to give me some real live information on this question that I may use in a debate which is to take place shortly on this subject. If you could put me in touch with someone who has turned a credit into a cash business, or you may be able to show me some good points yourself. Would like to have this in a personally-addressed communication if this is not interfering with your other affairs."

So, just because he was so nice about it, I tried to do it. Result was the subject got no attention at all, otherwise it would have been handled at once.

But I am a poor physician for you to call on for this kind of medicine, for I am not a cash selling merchant at all. I know there are cash selling merchants who make a success of their business, but my experience always has been so happy and profitable on the credit basis that I would not change. On the buying end, I am with you, for there I believe the merchant should strictly pay as he goes.

Instances Everywhere

In almost every issue of this paper you can find instances of merchants who have changed. Most of them give their experiences. Many are happy. But to my mind it takes a peculiar temperament to sell successfully for cash, and only a few of us have that temperament. It requires strong character, detached determination, willingness to brave unpopularity. I think that the man with such qualifications can do so much better as a credit merchant that I see no use in the cash business. Yet, as I say, many do it and do it well.

By and large, our business is bound to continue on the credit plan. Why? Because all civilization is credit? Our currency is based on the credit and good faith of our Government—which means you and me. Our dealings are based on our belief in each other—which means moral credit. So, as you examine everything that enters into business in all its branches you find the foundation stone is credit.

I suspect that is why the mail-order houses and department stores everywhere have abandoned their strictly cash plan during the past ten or a dozen years and now send goods with no money demanded in advance. So you can see that I sympathize with the "knocker" who went after you in your debate!

Cannot be Done—All at Once

One asks me: "How are you going to get an ad. set up the way you want it when the local paper has not got the type, and probably could not follow the copy if he did have?"

That's pretty easy to answer off hand: It can't be done! It is no more possible than it would be for a customer to buy Nepal pepper in your store if you did not have it—which I'm gambling right now you have not!—and did not know what it was, where it grows, or what it looks or tastes like—which I am also wagering is the honest truth.

But—and don't say, "but me no buts"—that is not saying that if you have frequent demands for Nepal pepper, and rognons de coq, angelique, and a few other odds and ends, you will not stock them and keep them on hand. And do you not think that maybe you are a bit hasty with the newspaper?

Maybe you have just begun to advertise. Perhaps you are not a very steady or stable advertiser at that. Maybe you have read a thing or two and think you know all there is to know about types, type faces, styles, the point system, etc. Maybe you have descended like a pile of bricks all of a sudden on to your local print man and taken his breath away without giving him time to catch your ideas—if you have real ones!

My suggestion is that you work with the printer. Make a contract with him so he may know what he can depend on. Get you copy out promptly. Use his type faces just as they are for a while—maybe they're not so awful rotten after all. Then, as he gets to know you and you get to know him—which may be just as valuable to you as to him—and he sees you are a sincere, consistent advertiser with some real idea of where you are heading in, he will be able to see the returns to be derived from getting in a new face or two.

Have patience—it's a great virtue. Like charity, it begins at home, too.

Stock Book Wanted

I am asked:

"Please advise if there is any system of keeping a stock book which could be used in a general store carrying groceries, dry goods, boots and shoes, hardware, crockery, patent medicines—a little of everything you might say—and doing about $20,000 a year. The greatest difficulty seems to be that there is such a long list of goods for the amount of business done in each line. Possibly there is some system of grouping goods.

"In small cash sales we do not make out a counter slip, but ring them up on

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CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

MARITIME

Geo. E. Ford & Sons, Sackville, N. B., have been making improvements in their store; they have recently added a new display counter.

Fire broke out recently in the Fish Building, Newcastle, N.B., occupied by Leroy White grocery and Geo. M. Lake, harness store. The building is badly damaged, and both the building and goods are partially covered by insurance.

QUEBEC

A. W. Richardson of Torbitt, Castleman & Co., Louisville, Ky., molasses refiners, was in Montreal this week.

C. C. Bissell, sales manager Atlantic Sugar Refineries, Ltd., Montreal, is holidaying in and around Brockville.

Fire at Gatineau Point, Quebec, is stated to have done $20,000 damage. Reports state that the butcher shop of Mrs. Jos. Toutloff, 50 Champlain avenue, was a total loss.

The port of Montreal welcomed the arrival of the French steamship Californie last week. This inaugurates what is expected to become a regular Canada-Havre passenger and cargo service, and another sister boat, the Hudson, will divide the service with the Californie.

Customs collections in the port of Montreal for the month of July, 1919, show an improvement over those for 1918. The Inland Revenue receipts are also larger. From July 1st to July 29th the receipts were $2,313,573.83, while the figures for the whole of July, 1918 were only $1,966,715.26. Increased duty on tobacco and cigarettes is assigned as the reason for the increase.

The Montreal Nut and Brokerage Co., Montreal, is enlarging its premises at 28 Jurors street, Montreal. Two additional flats are being acquired and another picking and a packing department will be added. This will double the space, practically. A new office will also be provided.

ONTARIO

H. D. Marshall, of Ottawa, was in Montreal for a day or two last week.

M. P. Mallon, wholesale poultry dealer, Jarvis street, Toronto, with his bride, has just returned from a two months' honeymoon trip through the Canadian West to Vancouver and down the coast to San Francisco.

QUEBEC BUSINESS CHANGE

Mrs. H. Robert, general store, Rapide de L'Original, has been succeeded by R. Belisle.

ONTARIO BUSINESS CHANGES

Geo. W. Burgess, grocer, Belleville, is dead.

Thomas Wright, general merchant, Camlachie, has sold to W. H. Thornton.

R. H. Allen, Toronto, has sold to Isabella Walker.

Robt. A. Burk, Toronto, has been succeeded by A. C. Gooderham.

Ernest Fleming, Toronto, has been succeeded by D. E. Maginn.

Harrison & Son, grocer, Toronto, has sold to H. A. Campbell.

Florence Williams, grocer, Toronto, has been succeeded by W. J. Luxton.

Thomas F. Robinson, general merchant, Rodney, has opened a branch at West Lorne.

The T. A. Brown Company have been incorporated as general merchants to carry on a business as wholesale and retail general merchants in the village of Westmeath.

DRUMMERS SNACK HOLD ANNUAL OUTING

The Drummers' Snack Club held its annual outing and concert Friday, July 25, followed by a day of sports and games on Saturday. This annual event, which has given so much joy, pleasure and satisfaction annually, took place in Georgetown. The earnings go for charitable and patriotic institutions. This year the Great War Vets. will benefit to the extent of several hundreds of dollars. One of the unique features of this year's outing was the addresses by three of the veterans of '66.

Geo. A. Griffiths was elected president for the ensuing year.

GEO. A. ANDERSON DIES

Geo. A. Anderson, one of St. Thomas, Ont., leading business men, died at his home in Southwick street, reecntly, after an illness of several months' duration. Hope of Mr. Anderson's recovery was given up some time ago.

Mr. Anderson, who was 68 years of age on Feb. 13 last, was born in Niagara township, but had resided many years in St. Thomas. He was a member of the Oriental Flour Company of this city, being co-partner of Mayor E. A. Horton.

ARMOUR ANNUAL PICNIC

Armour & Company employees' picnic was held at Mount Hamilton park on Saturday, July 26. The management and committee in charge of the arrangements spared no pains in making the outing a success. Transportation on the East End incline and on motor trucks from the incline to the park was provided, and there were refreshments in abundance. An extensive programme of races and baseball was the feature of the day, and liberal prizes given by Armour & Company and other firms.

CASSELMAN, ONT., FIRE SWEPT

Fire that broke out in the village of Casselman, Russell County, Ont., on July 30, did $150,000 damage before it was under control, a large part of the business section of the town being destroyed.

The blaze, which swept down Nation street, the main thoroughfare of the village, was caused by young boys smoking in a livery stable which was destroyed. Among those suffering were the general store of J. A. Carriere, A. Pilon, D. Racine, and V. Henri and P. E. Lafleche, butchers. All the stores were at least in part covered by insurance.

UNITED FARMERS TO OPEN STORE AT FENELON FALLS

At a meeting held at Fenelon Falls, Ont., recently, which was very largely attended, the Fenelon Falls branch of the United Farmers of Ontario decided to open a local retail store here. Nearly $6,000 was subscribed by those present to finance the undertaking, and it is expected that the store will be opened at as early a date as is possible. T. R. Loblaw of Toronto spoke on "The Benefits of Co-operation," and A. A. Powers, Orono, managing director of the United Farmers Publishing Company, also gave an address. J. J. Thurston presided.

PRODUCE COMPANY INCREASES CAPITAL

Brockville Concern to be Backed by European Financial Interests

Negotiations which have been under way for some months have been concluded whereby European financial interests have become associated with the Laing Produce & Storage Company, of Brockville. The group of companies with which the local concern has become associated is composed of corporations which are among the largest distributors of foodstuffs in the world. To provide for a proposed development the capital will immediately be increased from $100,000 to $750,000. J. Gill Gardner will remain at the head of the business, and J. R. A. Laing will continue as vice-president and general manager. The other members of the directorate will be representatives of the European interests involved. J. A. Hutchinson, A. G. Bowie, Brockville, and C. M. Rudel, Montreal, retire from the directorate.

Some Soaps Are Again Higher

Further advances are reported in a few lines of soap, although the general lists of laundry soap show no increases, but are firm at recent advances. Fels Naptha soap that, previous to July 30, was selling at $8.25 per box, is now quoted at $9. Lilac Rose soap shows a rise of 50 cents per case. Another jump in N.P. soap is also shown in new quotations. It is now selling at $6.30 per box. Both N.P. soap and Fels Naptha have shown, in the case of the former, three advances, and of the latter two increases, in the month of July. The increased cost of materials is stated as the cause of the rise. La France castile soap is also higher, boxes of 100's selling at $4.50, and 20's at $7.65.

CLOSE WEDNESDAY INSTEAD OF SATURDAY

Edmonton, Alta., Merchants Form Change in Day of Store Holiday

A meeting was held recently by the retail merchants of Edmonton who are in favor of Wednesday half-day closing in preference to Saturday.

W. A. Thompson, chairman of the meeting, stated that the larger majority of citizens preferred the stores to be open all day on Saturday, and that from the merchants' standpoint they could give better service by remaining open on that day, which would be of every convenience to the shopping public.

There was much discussion regarding the matter of inviting the citizens to mark their ballots on Monday, July 28, regardless of which day they wish the stores to be closed.

Resolution was also passed that the retail merchants ask the city council that when passing their next by-law, to have all retail stores close at 12 noon, Wednesday instead of 1 o'clock, so that employers would have the benefit of the extra hour.

SWELLING THE BUYERS 1,000 PER WEEK

Continued from page 26

chose to introduce to his patrons. In his reply he said:

"Any manufacturer can come along and, provided his goods are alright, and he makes it worth our while to handle them, we can demonstrate within one week that we can sell that product. We have done it time and again, and have been able to change from one line to another and to make different lines sell well. The lines must be a good quality, and if this be the case, we can always sell it. Our customers depend upon our selection."

In several direct references, Mr. Robertson made it decidedly clear that the ability to sell any line rested with the salesman. He did not care how well it might have been advertised to the consumer, the salesman was one of the indispensable factors.

Mr. Robertson stated that the public know a good article, and that, in the matter of pricing the goods sold at Cash and Carry prices, they would pay a fair, though not an exorbitant price. It was stated that, in making the price cards, used so freely in the window, no odd prices are offered, such as 19c, 29c, etc. Once in a while a card might read, "18c, 2 for 25c," in which case most people would take the two, saving one cent.

Montreal is a great place for the display of chocolate Easter eggs. There are big eggs and little eggs. "This business all has to be done in about three days," said Mr. Robertson, "and yet we had $500 worth of one line, and a large quantity of another, and we sold them all. One traveller said we had bought more than two jobbers."

These eggs were sold—a great many of them, at 5c apiece, and were tastefully displayed within the windows. They sold wonderfully well, and very fast, for, as stated, they have to be disposed of within a very limited time.

In connection with the delivery of goods ordered by telephone, Mr. Robertson has had no difficulty. He realized, at the outset, that there might possibly be some difficulty in running the two ideas—that of the Cash and Carry plan, and the regular business of old family customers. "We just told our friends at the first that our idea was an experiment, and that we must make a fair trial of it. And there has been no difficulty, Those wishing the delivery service pay for it, in that we have a regular price for goods not taken away by the customer."

100 Pounds Tea Daily

Mr. Robertson is very proud of his tea business, and it would seem that he has a right to be. For the sales have developed so that an average of 100 pounds per day are sold.

"Some buy two pounds of this tea, and some one pound," said Mr. Robertson. "It has become a big seller with us. We have made the price 55 cents a pound, and the tea is displayed in the window right along."

Tea is a light commodity that customers will carry, a very much used product in daily consumption, and the average customer is more or less likely to want a pound or two. In these days, when the price of good tea is high, the Cash and Carry price appeals. Few object to carrying the small package. And a turnover of 100 pounds of tea per day, or even of half this quantity, means 15,000 to 30,000 pounds in the course of a year. It is a mighty fine business.

"Recently we bought a large quantity of high-grade cocoa," said Mr. Robertson. "This was a surplus quantity that a salesman offered us at a price. Too high, I told him, and asked him if he could not make us a better offer. And he reduced the price to 90c per dozen. This made a good ten cent leader, and we bought the whole 30 cases that he had to offer. It has sold well, and there will be none of it left."

TO FIGHT FOR THE SMALL SHOP

War against the trusts and combines in Great Britain, is to be waged by the United Kingdom Business Men's Association, an organization which sprang out of the One-man Business Associations formed to protect the interests of the small trader during the war.

The secretary has stated that during the last few years the small trader had been pushed out by the combines, the trusts, and the big amalgamations, and at the present time was on the point of being eliminated completely.

"There are over 18,000 multiple shops in the country at the present moment," he said. "Six British firms hold between them 3,461 shops; 70 grocery firms control over 6,000 shops; one firm has 889 branches, another has 799; one private firm alone controls 985 branches, and the Co-operative Society has over 6,000."

LONDON GROCERS HAVE SPLENDID PICNIC

Continued from page 29

Gray, Walters, James, Smith, Farr and Gould.

While there was a hint of rain in the air during the afternoon, the hint did not materialize, and there was nothing to mar the perfect enjoyment of the day.

Those Responsible

The following gentlemen, comprising the officers and executive committee of the association, were responsible for the splendid arrangements which insured such a good time to all present:

Officers—President, John T. May; first vice-president, P. H. Ranahan; second vice-president, Thos. McCormick; secretary, Frank C. Pierce; treasurer, H. P. Rosser.

Executive committee—Ald. G. B. Drake, Thos. Shaw, H. Harley, J. Wyckoff, E. Noel and M. A. Young. Transportation committee—P. H. Ranahan, chairman. Advertising committee—H. P. Rosser, chairman. Reception committee—H. Harley, chairman. Sports Committee—John T. May, chairman. Dancing committee—Kenzie McCormick, chairman. Baby show committee—E. Noel, chairman. Tent committee—F. Lapthorne, chairman.

VARIOUS QUESTIONS AND ANSWERS

Continued from page 31

the register. These petty sales would have to be recorded in some way for entry in stock book.

"If there is a stock book being used that will work in a business of this kind some printing house must surely have it, with an alphabetical list of goods therein so that one has only to fill in the amounts. If there is such, please say where it can be procured. If not, please give the ruling of the stock book used commonly and advise the system of operation."

I have made some enquiry but have no results. Maybe others can help this man. Please write me if you can.

NEWS FROM WESTERN CANADA

A. McNamee, Killarney, Man., has disposed of his bakery and grocery business to A. G. Middleton, who assumes control at once.

After ten years in business in Fillmore, Sask., Frank Yeo has disposed of his property and general store business to W. O. Robins, of Kindersley, Sask. Mr. Robins has likewise been in business in Kindersley for a period of ten years.

The new branch of the Hudson Bay stores opening in Regina, Sask., to handle wholesale tobaccos, will not open for business until August 15 instead of Aug. 1 owing to delay in moving stocks. The local manager at Regina will be Charles Horwitz, of Winnipeg.

The A A. Meneley Co., general merchants, Maple Creek, Sask., are holding a juvenile picnic for the boys and girls of Maple Creek and district on August 6 at the Barracks Bridge. A long list of sports and races are included in the program of fun which has been provided by this enterprising firm for the youngsters of the district.

D. J. MacLeod & Co., brokers and manufacturers agents, Edmonton, Alberta, on August 1 opened a branch of the house in Calgary to take care of their accounts in the southern part of Alberta. W. D. B. Macleod will be in charge of the new office.

M. Mandel and Co. are opening up a business at Estevan, Sask., in the Campbell block. Interested in the new firm with Mr. Mandel is J. Krivel of the Clarendon hotel. Mr. Mandel for a number of years was in charge of the grocery section of the J. E. Loughlin Co. The new firm will handle groceries, dry goods, boots and shoes. Mr. Mandel and Mr. Krivel have been in Winnipeg, where they made arrangements for the purchase of an entirely new stock of goods.

W. Robertson, late of the grocery department of the J. F. Cairns store, Saskatoon, Sask., has opened up a new grocery store at 228 Twenty-First street, Saskatoon. The new firm opened for business on Saturday, July 26. Mr. Robertson went to Saskatoon in 1912 and was at first employed with Woodsides, Limited. The premises of the new store have been thoroughly overhauled and a new front constructed, making one of the best appointed stores in town.

W. H. MALKIN COMPANY, HOLD ANNUAL PICNIC

Vancouver, B.C., July 30.—The annual picnic of the staff of the W. H. Malkin Co., Ltd., Vancouver, was held on Saturday last at Cowan's Point, Bowen Island, and was a most successful outing. The day was perfect and the party of employees and their families, over two hundred and fifty in number, who left Vancouver on the S.S. "Britannia," were welcomed by Mr. and Mrs. Malkin at their summer home at Cowan's Point.

The usual programme of sports were held and were keenly contested, the feature events being the tug of war, which was won by the travelers, after two hard pulls, the finals being between the travelers and the husky warehouse staff. The baseball game went to the warehouse, after a close game against the office. Boating, swimming and dancing were also indulged in. The party returned to Vancouver well satisfied with the holiday, and the only complaint was that "Malkin's Best" picnic does not happen often enough.

MORE BUTTER BEING MADE

Thirty per cent. more butter is being made this summer than was the case one year ago, according to the statement of the assistant manager of the Saskatchewan Co-Operative Creameries, Limited, Regina. The total make of butter by this company in Saskatchewan in June, 1918, was 450,969 pounds, as compared with 575,958 pounds in June, 1919, or an increase of approximately 125,000 pounds.

Wadena Creamery had the largest make in June, 1919, a total of 70,000 pounds and over. Other creameries running more than 30,000 pounds for the month were Canora, Kerrobert, Melfort, Melville, and Lloydminster.

MANITOBA R.M.A. TO MEET AUG. 13

The dates for the postponed R. M. A. convention have finally been settled, the dates being fixed as Wednesday, Thursday and Friday, August 13, 14, 15. As far as is possible the original program will be adhered to.

BISCUIT COMPANY FOR REGINA

Announcement is made that the Sanitary Buildings, Limited, intend to open business in Regina, and will erect a fine brick building to cost $25,000. This building will be used for the manufacture and sale of biscuits and confectionery, and will be located at the corner of Scarth and Sixth streets. Construction will be undertaken this year, it is expected.

Minimum Wage Scale for Women

Saskatchewan Minimum Wage Board Sets $15 Weekly as the Minimum Wage for Experienced Clerks—48-Hour Week Also Set

THE first pronouncement of the Saskatchewan Minimum Wage Board recently appointed by the Provincial Government has been made, and it affects female employees in shops, stores and other mercantile institutions in the Province. The minimum wage for experienced females employed in the institutions mentioned will be $15 a week. The minimum for beginners is $9.50 per week, with an increase every three months until one year of service has been completed, when the employee is deemed to be experienced and will be entitled to the $15 scale. The board also set the hours of employment for women and girls in this class of work providing for a maximum of 48 hours per week. The $15 minimum for experienced female labor in the mercantile classification is considerably higher in Saskatchewan than is in effect in the other three Western Provinces. In Manitoba the minimum for experienced female labor in stores and shops is $12, in British Columbia, $12.75, and in Alberta, $9.

The minimum for beginners is $9.50, according to the new ruling; for the first three months, $10.50; for the second three months, $11.50; for the third three months, and $13.50 for the remainder of the first year's service. Out of the 659 adult women and girls employed in this class of work in Saskatchewan, 341 are being paid wages ranging from $6 to $15 per week.

In connection with the hours of employment, provision was made for an extension of the number of hours of employment under special circumstances when permits may be issued for additional hours not to exceed 36 days during the year. Power to issue such permits was delegated to T. M. Molloy, Commissioner of Labor for Saskatchewan.

The orders will not come into effect until the board has completed its work in connection with all classes of female labor, after which the orders will be published in two issues of the Saskatchewan Gazette and will become effective under the provisions of the act 30 days after the first publication.

The decisions of the board respecting the minimum wages and the hours of employment were not unanimous. The members of the board are W. F. Dunn, barrister, Moose Jaw; J. F. Cairns, departmental store, manager, Saskatoon; Harry Perry, Labor Alderman, Regina; Mrs. Robertson, Saskatoon, and Mrs. Bothwell, Regina.

Groceteria Idea Doubles Business

Swift Current Store Has Prospered Under This Method of Business—Cheerful Service a Business-Getter

From E. H. S.

WITHIN nine months after they came in from a side street and opened a groceteria on the main street of Swift Current, Sask., A. S. Hunter and N. E. Pletch have more than doubled their business. It was the first store of this kind to be established in town, and the results have far exceeded the expectations of the proprietors. Low prices for cash with deliveries of all purchases over $3 are the lures that have brought big business, and established this firm strongly in a few months. These and a desire to give the very last word in service.

Service a Drawing Card

"If a thing is unsatisfactory, fix it up with a smile," is the watchword in this live store. When a promise is made that an order will be delivered at a certain time, it is delivered just at that time, to the delight of the housewives, who have been educated through a lifetime to expect the grocer man to fall down on his promises. That there is courtesy in the store and tactful genality goes without saying.

As a result of the straight cash business the management has been able not only to take advantage of all the breaks in the market, but to take all discounts as well. At times they have had such abundant stocks of potatoes that they were able to sell by the carload to the wholesales.

When an opportunity was presented to secure the good location on the main street the members of the firm entered into a long debate as to the wisdom of making the new venture. This was in the fall of 1918, when there was a serious crop failure in this district. They figured that if 1919 proved a banner year it would put them on their feet, and the long and short of it is they took the store and moved in. The store caught on from the first week, and, surprising as it seemed, made even greater progress on account of depressing financial conditions. People wanted to buy where they could secure the best values, and this store, with its modern system and cash business, was the one place in town best adapted to meet their needs.

Then in June came the scorching winds, and the weeks of dry weather, which again burned up the crop, but still the business continued to flourish, and the firm found that the people had the money. Other stores which had been doing a heavy credit business began to put out the sign, "Cash Only," which drove even more trade to the Grocetario. The prospects are for a good year despite all conditions, because people must buy groceries, when they curtail the expenses on everything else. Dollar days on Friday and Saturday have proven a great success with this store, which, by the way adopted the name of Grocetario instead of Groceteria to be original. In all of their advertising they interpret this name to mean cheaper groceries.

MANITOBA MERCHANTS PROTEST TAXES

James Robinson, S. Delveau, Louis Touchard, Joseph Molgat, general merchants of the village of St. Rose, Man., and J. L. Guillas, farmer, Z. H. Rheamer, secretary-treasurer of the Municipality, met before the Manitoba Tax Commissioners at Dauphin, on July 30th. The merchants contended that there was too much difference between the taxes contributed by the merchants in the village of St. Rose and those paid by the farmers in the same municipality. They recommended that the personal property tax be abolished and that a uniform tax on incomes be substituted and that all persons regardless of their occupation be subject to the same. The secretary-treasurer stated that there was considerable dissatisfaction locally regarding lands in the drainage district. He said that these lands, owing to the low assessments, were not bearing their share of school and other local taxes.

On Thursday, July 31st, at 2 p. m., the following merchants of Dauphin appeared before the Commission: E. A. Ramsay, general merchant; W. G. White, dry goods merchant; G. A. Hunter, clothing merchant.

They contended that the business tax of 12½% based upon rental values discriminated against retail merchants in that the amount collected as a business tax was not properly distributed. It was suggested that a basis should be found which would remove these inequalities and be broad enough to include many who are now not contributing. They suggested an income tax consisting of a uniform rate on net incomes and salaries, with some system of inspection under some centralized authority with a view to securing greater efficiency and economy.

Interior of "The Grocetario" at Swift Current, conducted by Messrs. A. S. Hunter and N. E. Pletch, who is standing in the foreground.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

MONTREAL—There are some important advances this week and the trend of the markets continues to be upward, even on perishable fruits and vegetables. New peels are being received and the prices are not much higher than those for the old. Jams and gooseberries and also canned black currants are higher. Evaporated milk and package soda are up. Ground cloves advanced. Shoe polish, camphor and mincemeat have been put on a higher basis. Rolled oats and oatmeals are moved up this week and there is a possibility of package cereals advancing again. Jams are quoted higher. Green peanuts are much higher to the importer and the roasted will perhaps be increased in price soon. Seedless raisins are received and are higher in price. Rices are all higher and also tapioca. Teas, coffee and cocoa are all firm. Bran and shorts are selling, in some cases, at a premium, but the market quotations are unchanged. Lower prices are effective on oats and barley. More variety of fruits is to be had, but prices are high. Green vegetables are holding quite steadily, too.

TORONTO—The feature of the market reports as far as Toronto is concerned, this week, is the announcement from the Dominion Canners of the new prices on canned peas and such fruits as cherries, raspberries, black and red currants, and gooseberries. All quotations show very marked advances as compared with the opening prices a year ago. The pack in the case of peas is a short one, in the case of extra sifted peas it being only 15 per cent. In the case of most of the above fruits there was a normal pack. Old crop canned goods are in most lines pretty well cleaned up. There continues a very active demand for canned salmon. This is being met in quite a large measure by American salmon. The high rate of exchange on the United States market is causing considerable concern to wholesale grocers, as it means higher prices on imported goods. Dried fruits are in light supply and some of the varieties are now completely off the market.

Supplies of sugar continue to give some inconvenience to wholesalers in the way of meeting requirements of their customers, and because of the scarcity, receipts have to be allotted in hand to mouth allowances. Teas and coffees are at strong levels and primary markets indicate no change in the downward direction. Spices are very firm. High prices are being asked on the new crop of honey. Little has been purchased as yet. The market for cereals is strong, with prices steady with last week.

In the produce markets, fresh beef is inclined to be slightly easier, although fresh pork is very strong, and all pork products rule at very high figures. The price of live hogs on the Toronto market is holding around $24.50, on the fed and watered plan. Eggs are in lighter supply, and prices have advanced accordingly. Butter and cheese are steady and firm. Poultry receipts show increase, but prices are unchanged.

WINNIPEG—New crop prices named on jam. Oranges and lemons advance. Higher corn has advanced prices in starch and corn syrup. Higher tendency in tea market. New prices expected soon on raisins. Sharp advance in rice market. Advance in coffee, and higher prices can be expected. Firmer and higher market for good quality beans. Nuts are higher. Heavy foreign buying of canned goods.

QUEBEC MARKETS

MONTREAL, Aug. 6—Little complaint is made of a restricted demand. Taking the mid-summer seasons by way of comparison the movement is active and very satisfactory. There is some delay in getting goods. Markets have advanced for some special lines and for several regular commodities. The tendency is upward all the time.

Labor Trouble Has Deferred Sugars

Montreal.

SUGAR.—Difficulties of transportation have served to cause the refiners more or less trouble in maintaining a run of sugar. These difficulties are caused through the marine strikes and raw sugars have been held back. This has meant a reduction of the meltings and it has been impossible to secure a surplus against the present heavy demands of the preserving season. Little improvement in the way of increased supplies can now be promised.

Atlantic Sugar Company, extra granulated sugars, 100 lbs.	9 95
Acadia Sugar Refinery, extra granulated	9 95
St. Lawrence Sugar Refinery	9 95
Canada Sugar Refinery	9 95
Dominion Sugar Co., Ltd., crystal granulated	- 9 95
Icing, barrels	10 15- 10 30
Icing, 25-lb. boxes	10 55- 10 70
Icing, 50-lb. boxes	10 35- 10 50
Do., 1-lb.	- 11 05
Yellow, No. 1	9 75- 9 55
Yellow, No. 2 (Golden)	9 45- 9 55
Yellow, No. 3	9 35- 9 45

Powdered, barrels	10 05-	10 20
Powdered, 50s	10 15-	10 50
Powdered, 25s	10 35-	10 60
Cubes and Dice (asst tea), 100-lb. bxs.	10 55-	10 65
Do., 50-lb. boxes	10 65-	10 75
Do., 25-lb. boxes	10 85-	10 95
Do., 2-lb. pack.	11 95-	12 05
Paris lumps, barrels	-	10 55
Paris lumps (100 lbs.)	0	10 65
Paris lumps (50-lb. boxes)	-	10 75
Paris lumps (25-lb. boxes)	-	10 95
Paris lumps (cartons, 5-lb.)	-	11 70
Do., (cartons, 2-lb.)	-	12 45
Crystal diamonds, barrels	-	10 55
Crystal diamonds (boxes 100 lbs.)	-	10 65
Crystal diamonds (50-lb. boxes)	-	10 75
Crystal diamonds (25-lb. boxes)	-	10 95

Polish, Camphor, Mincemeat Higher

Montreal.

POLISH, CAMPHOR, MINCEMEAT. —Advanced prices are quoted by a leading jobber on Two-in-One shoe polish. The new list is 10c up to $1.30. Camphor is advanced 25c per lb. to $4. Wethey's mincemeat is advanced by this jobber 65c per case to $5.10.

Evaporated Milk; Carton Soda Advance

Montreal.

MILK, CARTON SODA—In one quarter advances are made for Klim milk and the change will make the powdered, 16 oz. tins, $9.15 per case; the 10 lb. tins, $20.25 per case, and the bulk, 29c per lb. in 50 lb. lots, and 27c in 200 lb. lots.

Cow brand soda is quoted up in this quarter 25c per case to $3.70 for 1 lb. size and to $3.90 for the ½ lb. size.

Currants and Berries Higher; Jams Advance

Montreal.

CANNED GOODS.—Stiff advances are named by a prominent jobber for canned gooseberries and black currants. The new price on gooseberries, 2's, is $3 per doz., and for black currants the new price on this size is $4.65, and on gallons, $16. Prices are also higher for canned peas. Standards are selling at $1.95-$2 per doz.; Early June for $2.07-$2.12½, and extra fines at $3. Delivery by the canners of peas is to be as follows: Standard peas, 40 per cent.; Early Junes, 75 per cent.; and Extra Fine, 15 per cent. It is expected that some jobbers will be able to fill their contracts with the trade on a much higher delivery percentage.

E. D. Smith jams are being quoted at advances totaling 5 per cent. to 10 per cent.

Canned Fruits—		
Apples, 2½s, doz.	1 40	1 65
Do., 3s, doz.	1 80	1 95
Do., gallons, doz.	....	5 25
Blueberries, 2s	....	2 40
Currants, black, 2s, doz.	....	4 65
Do., gallons, doz.	....	16 00
Cherries, red, pitted, doz.	2 90	3 20
Gooseberries, 2s, doz.	..	3 00
Do., 2s (pails)	2 77½	2 80
Peaches, 20 oz., doz.	....	....
Do., No. 2	2 80	3 00
Do., 2½ (best)	3 75	4 00
Pears, 2s	2 50	2 90
Do., 2½s	....	3 25
Do., 2s (light syrup)	....	1 90
Pineapples (grated and sliced), 2s	....	3 60
Do., 2½s	....	4 50
Plums—Lombard	2 00	2 20
Gages, Green, 2s	....	2 45
Do. (light syrup, 2s	....	2 00
Raspberries, 2s	4 00	4 25
Do., 2½s	....	2 60
Strawberry, 2s	....	4 50
Canned Vegetables—		
Asparagus (Amer.) mammoth green, doz.	....	5 75
Asparagus, imported (2½s)	4 85	5 25
Beans, Golden Wax	1 95	2 00
Beans, Refugee	....	1 75
Beets, new sliced, 2-lb.	....	0 95
Corn (2s)	2 10	2 35
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 25	7 50
Spinach, 3s	....	2 85
Spinach, California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Tomatoes, 1s	0 95	1 00
Tomatoes, 2s	....	1 50
Tomatoes, 2½s	....	2 10
Tomatoes, 3s	1,95	2 10
Tomatoes, gallons	6 00	7 02½
Pumpkin, 2½'s (doz.)	....	1 10
Pumpkins, gallons (doz.)	....	3 25
Peas, standards	1 95	2 00
Peas, early June	2 07½	2 12½
Peas, extra fine, 2s	....	3 00
Do., fancy, 20 oz.	....	1 67½
Potatoes, Can. sweet, 2½-lb tins	...	....
Do., 2-lb. tins	....	2 75
Olives (in bls, 49 wine gals.), gal.	....	1 35
Canned Fish—		
Salmon—		
Chums, 1-lb. talls	....	1 90
Do., ½s, flat	....	1 00
1 lb. talls, cases 4 doz., per doz.	4 50	4 80
Pinks, 1-lb. flat	....	2 25
Pinks, 1-lb. talls	2 60	2 75
Pale, ½-lb., doz.	....	1 37½
Pale, 1 lb., doz.	....	2 37½
Pinks, ½-lb., doz.	....	1 62½
Cohoes, 1-lb. talls	....	3 75
Cohoes, 1-lb. flats	....	2 25
Cohoes, ½ lbs., flat	....	1 75
Red Springs, 1-lb. talls	4 00	4 60
Red Springs, ½ lb.	....	2 45
White Springs (1s)	....	2 30
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	....	2 25
Labrador salmon, 1-lb. flat	....	3 60
Pilchards, 1-lb. talls	1 90	2 00
Whale Steak, 1-lb. flat	....	1 90
Herrings, kippers, dz. (4 dz. case)	....	2 25
Herrings (tomato sauce), doz.	2 25	2 50
Haddies (lunch) (½-lb.)	....	1 00
Haddies, chicken (4 doz. to case), doz.	2 25	2 35
Canadian sardines (case)	6 25	6 75
Norwegian sardines, per case of 100 (¼s)	....	25 00
Oysters (Canned)—		
5 oz., doz.	....	2 60
10 oz., doz.	....	4 20
Lobsters, ¼-lb., doz.	....	3 25
Do., ½-lb. tins, doz.	....	5 10
Do., 1-lb. talls	....	8 25
Do., ¾-lb., doz.	....	6 00
Do., 1-lb. flats	....	8 25
Lobster paste, ½-lb. tins	....	3 50
Sardines (Amer. Norweg'n style)	....	14 50
Sardines (gen. Norwegian)	....	25 00
Sardines—Canadian brands (as to quality), case	6 25	17 50
Sardines, French	....	32 00
Scallops, 1-lb., doz.	....	3 25
Do., Eastern trade	....	2 65
Do., Winnipeg and Western	....	2 85
Scotch Snack, No. 2, doz.	....	4 50
Shrimps, No. 1	2 25	2 50
Crabs, No. 1 (cs 4 doz.)	....	6 75
Crab meat (Japanese), doz.	....	6 50
Clams (river) (1 lb.), doz.	....	1 90
Scotch Snack, No. 1, dz., Montreal	....	2 50

Green Peanuts 20½c; Will Be Scarcer

Montreal.

NUTS.—Peanut prices appear to be on the rise again and there was a recent sale of imported greens at 20½c at Montreal. This means that there will surely be a further advance. The crop in the States will not be garnered for some time yet, and, in the meantime, it is reported that supplies available are somewhat limited. Other varieties continue to be scarce, and prices firm.

Almonds, per lb.	....	0 28
Almonds (shelled)	0 57	0 60
Almonds (Jordan)	....	0 70
Brazil nuts (new)	0 25	0 29
Brazil nuts (medium)	0 15	0 17
Filberts (Sicily), per lb.	0 27½	0 31
Filberts, Barcelona	0 26½	0 30
Hickory nuts (large and small), lb.	0 10	0 15
Pecans (new Jumbo), per lb.	0 32	0 35
Peanuts—		
Jumbo	0 20	0 23
Fancy	0 16	0 17
Extras	0 12	0 14
Shelled, No. 1, Spanish	0 20	0 21
Salted Spanish, per lb.	0 25	0 26
Shelled, No. 1 Virginia	0 16½	0 18
Do., No. 2	....	0 14
Peanuts (salted)—		
Fancy wholes, per lb.	....	0 38
Fancy splits, per lb.	....	0 33
Pecans (new Jumbo), per lb.	0 32	0 35
Pecans, large, No. 2, polished	0 32	0 35
Pecans, New Orleans, No. 2	0 21	0 24
Pecans, "paper shell," extra large Jumbo	....	0 60
Walnuts (Grenoble)	0 29	0 35
Walnuts (new Naples)	0 23	0 25
Walnuts (shelled)	0 78	0 80
Walnuts (Spanish)	0 30	0 33

Note—Jobbers sometimes make an added charge to above prices for broken lots.

Price Maintained But Beans Slow

Montreal.

BEANS.—Prices are firmly held on beans, although in a general retail way there is not a large business. Some car lots of select Ontario stock have been sold, it is said, for around $5 per bushel.

Canadian, hand-picked, bush.	5 40	5 60
British Columbia	....	5 00
Brown Beans	3 50	4 00
Japanese	4 50	4 60
Yellow Eyes	....	5 50
Lima, per lb. (as to quality)	0 10	0 12
Kidney beans	6 00	6 50
Peas, white soup, per bushel	3 25	3 50
Peas, split, new crop (98 lbs.)	....	6 50
Peas (blue)	0 08	0 09

Seedless Raisins 20c; Little Movement

Montreal.

DRIED FRUITS.—A quiet condition surrounds the market here and there is little feature to note. Prices will not be less on any line, probably, than they now are. The undertone is firm and as soon as the movement begins in a few weeks increases will probably be considered. New package seedless raisins were received by one firm and are quoted at 20c per pkg. for the 15 oz. cartons.

Apricots, slabs	....	0 25
Apples (evaporated)	....	0 22
Peaches (fancy)	....	0 27
Faced	0 19	0 20
Choice	0 20	0 24
Extra choice	0 21	0 24
12 oz., per pkge.	0 16	0 18
Pears	....	0 25
Drained Peels (old)—		
Citron	....	0 45
Lemon	....	0 36
New—Lemon	0 41	0 42
Orange	0 43	0 44
Citron	0 59	0 60
Raisins—		
Bulk, 25-lb. boxes, lb.	0 18	0 20
Muscatels, 2 crown	....	0 16
Do., 3 crown	....	0 17
Cal. seedless, cartons, 16 oz.	0 17	0 19
Choice seeded, 12 oz.	....	0 12
Fancy seeded, 16 oz. pkge.	....	0 14
15 oz.	....	0 17
11 oz.	....	0 13
Choice seeded, 15 oz.	....	0 16
Seedless, 11 oz. pkge.	....	0 14
Seedless, 15 oz. pkg.	....	0 20
Currants, old pack, 15 oz.	0 27½	0 28
Currants (Amarites), loose	....	0 27½
Dates, Excelsior, per case (36-10s)	....	6 50
Packages only	0 19	0 20
Do., Dromedary (36-10 oz.)	....	7 75
Packages only, Excelsior	....	0 20
Do., Dromedary	....	0 22
Figs (layer), 10-lb. boxes	2 60	3 00
Figs, white (70 4-oz. boxes)	....	5 40
Do. (28 8-oz. boxes)	....	3 50
Do. (12 10-oz. boxes)	....	2 20
Figs, Spanish (cooking), 22-lb. boxes	....	0 14
Prunes (25-lb. boxes)—		
30-40s	....	0 32
60-70s	....	0 25

70-80s (25-lb. box)	....	0 22
80-90s	....	0 19
90-100s	0 15	0 17
100-120s	....	0 14
Peels—		
Orange	....	0 37
Cut mixed (1-lb. cartons), doz.	4 10	4 80
In 36 lb, case	....	12 75
Cut, 10-lb. boxes (lb.)	....	0 48

Rice Again Scores Advances; Tapioca, Too

Montreal.

RICE AND TAPIOCA. — Advances have again been effected for rice, and there is a decidedly nominal basis. It now looks as though this country will get little relief in the way of increased supplies from the Orient, and with supplies on spot much reduced there is little improvement in prospect as far as quotations are concerned. Patna, Siam, Carolina, Pakling, and other grades have all been advanced this week. The tapioca situation is also much stronger. The basis here has been advanced to 15c-16c per lb.

Carolina	....	19 00
Honduras	....	18 00
Siam, No. 2	....	12 00
Siam (fancy)	....	12 00
Rangoon "B"	10 75	11 00
Rangoon CC	10 50	10 75
Mandarin	....	11 75
Pakling	....	13 00
Patna	0 14	0 15
Broken rice	....	7 00
Tapioca, per lb. (seed)	0 15	0 16
Tapioca (pearl)	0 15	0 16

Note.—The rice market is subject to frequent change and the price basis is quite nominal.

Sales of Syrup Are Steady; Molasses Held

Montreal.

SYRUP, MOLASSES—A large amount of cane syrup has been moved of late. Much of this, it is stated, has been used for preserving. The market is strong and the basis maintained without change. Molasses is a slow seller, but the basis is held.

Corn Syrups—		
Barrels, about 700 lbs., per lb..	....	0 08¼
Half bbls.	....	0 08½
Kegs	....	0 08¾
2-lb. tins, 2 doz. in case, case..	....	5 45
5-lb. tins, 1 doz. in case, case..	....	6 05
10-lb. tins, ½ doz. in case, case	....	5 75
20-lb. tins, ¼ doz. in case, case	....	5 70
2-gal. 25-lb. pails, each	....	2 60
3-gal. 38½-lb. pails, each	....	3 85
5-gal. 65-lb. pails, each	....	6 25
White Corn Syrup—		
2-lb. tins, 3 doz. in case, case	....	5 95
5-lb. tins, 1 doz. in case, case	....	6 55
10-lb. tins, ½ doz. in case, case	....	6 25
20-lb. tins, ¼ doz. in case, case	....	6 20
Cane Syrup (Crystal) Diamond—		
2-lb. tins, 2 doz. in case, per case	....	7 00
Barrels, per 100 lbs.	....	9 75
Half barrels, per 100 lbs.	....	10 00
Glucose, 5-lb. cans (case)	....	4 80

	Prices for Island	Prices for Montreal
Barbadoes Molasses—		
Puncheons	0 98	1 03
Barrels	1 01	1 06
Half barrels	1 03	1 08
Antigua Molasses—		
Puncheons 6	....	0 95
Barrels	....	0 98

Note—Prices on molasses to outside points average about 3c per gallon less.

Old Honey Seeks a Market; Maples Steady

Montreal.

HONEY, MAPLE PRODUCTS.—One large producer is reported to have offered a considerable tonnage of last year's clover honey to the trade this week for less money than has been obtained, lately, for this product. It would seem that holders are desirous of liquidating supplies before the new crop is generally marketed. While reports are not complete, it is apparent that the new crop will be a fairly large one. Prices are unchanged.

Maple syrup and sugar are steadily in demand, as far as midsummer trade goes, and the basis is held without change.

Maple Syrup—		
13½-lb. tins (each) (nominal)	2 50	2 60
10-lb. cans, 6 in case, per case	15 10	20 15
5-lb. cans, 12 in case, per case	17 10	21 05
2½-lb. cans, 24 in case, per case	18 50	21 30
Maple Sugar(nominal), small lots	0 27	0 32
Honey, Clover—		
Comb (fancy)	....	0 30
Comb (No. 1)	....	0 28
In tins, 60 ibs., per lb.	....	0 26
30-lb pails	....	0 27
10-lb. pails	....	0 28
5-lb. pails	....	0 28
Buckwheat, 6-lb. tins., lb.	0 19	0 20

Cloves Go Higher; Cream Tartar Scarce

Montreal.

SPICES.—A midsummer condition obtains here and there is not as much movement as there was a few weeks ago. Nevertheless, the sorting requirements of the trade are considerable and total well. Ground cloves are firmer and there is a higher charge for packages, per pound, this being advanced to 4½c. Cream of tartar, pure, is very scarce, and it is stated that to buy any large quantities would be difficult, if, indeed, possible.

Allspice	0 20	0 22
Cassia (pure)	0 32	0 35
Cinnamon—		
Rolls	....	0 55
Pure ground	0 35	0 40
Cloves	0 55	0 65
Cream of tartar (French pure)..	0 85	0 90
American high test	0 80	0 85
Ginger	0 28	0 38
Ginger (Cochin or Jamaica)	....	0 30
Mace	0 80	1 00
Mixed spice	0 30	0 32
Nutmegs, whole	0 60	0 70
Do., ground	0 60	0 65
Pepper, black	0 38	0 40
Pepper, white	0 50	0 55
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 27
Paprika	0 65	0 70
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	1 00	1 10
Cardamon seed, per lb., bulk	....	2 00
Carraway (nominal)	0 75	0 80
Cinnnamon, China, lb.	....	0 30
Cinnamon, per lb.	....	0 35
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Shredded cocoanut, in pails	0 21	0 28
Pimento, whole	0 20	0 22

For spices packed in cartons add 4½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

Latest Cables Say Hard Rolled Teas Up

Montreal.

TEAS.—Advices just received this week from Japan outline a very strong market there for hard rolled teas of the better quality. On the other hand, there has been a somewhat easier and lower tone on rough leaf or fourth crop yields. These, however, will probably not be a factor in the Canadian market for several months—perhaps December. In the meanwhile there has been a good enquiry for teas and a fair movement, speaking seasonably.

Pekoe, Souchongs, per lb.	0 45	0 47
Pekoes, per lb.	0 49	0 52
Orange Pekoes	0 53	0 55
Japan Teas—		
Choice (to medium)	0 65	0 75
Early picking	0 65	0 70
Javas—		
Pekoes	0 39	0 41
Orange Pekoes	0 44	0 47
Broken Orange Pekoes	0 40	0 43

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Coffee Sales Big; Exports Uncertain

Montreal.

COFFEE, COCOA.—The movement of coffee from Montreal has been a decidedly heavy one for some weeks, one of the large roasters and importers stating that July was one of the biggest months ever recorded. This is right in a season which has but a moderate amount of business. It is apparent that Germany has not become the buyer, as yet, which she was expected to be after peace was signed. The authorities there will be inclined to debar import of such commodities as may be dispensed with temporarily.

Cocoa is popular with some as an iced drink and there is a summer movement, though not a large one.

Coffee—		
Bogotas, lb.	0 43	0 45
Jamaica, lb.	0 38	0 41
Maracaibo, lb.	0 38	0 42
Mocha (types)	0 42	0 45
Mexican, lb.	0 42	0 44
Rio, lb.	0 36½	0 38½
Santos, Bourbon, lb.	0 43	0 45
Santos, lb.	0 42	0 44
Cocoa—		
In 1-lbs., per doz.	....	5 25
In ½-lbs., per doz.	....	2 75
In ¼-lbs., per doz.	....	1 45
In 10s size, per doz.	....	1 10

Control Action Not To Affect Flours

Montreal.

FLOURS—The situation is steady and trade quiet. Action of the Government as to fixing a minimum price for wheat will not be a factor in respect to the price basis, it is stated. In fact there is apparently no one who knows just what the action means in all its parts. Mills are doing little or nothing in the way of production.

Standard Wheat Flours—		
Straight or mixed cars, 50,000 lbs. on track, per bbl., in (2) jute bags, 98 lbs.	....	11 00
Per bbl., in(2)cotton bags, 98 lbs.	....	11 15
Small lots, per bbl. (2) jute bags, 98 lbs.	....	11 30
Winter wheat flour (bbl.)	11 00	11 50

Package Goods Hold; Rolled Oats; Meal Up

Montreal.

CEREALS.—During the week tendencies developed which have resulted in higher prices prevailing for rolled oats and also for oatmeals. The 90-lb. sacks of rolled oats are selling for $5.25 to $5 50, and oatmeal $6-$6.30 for bags. Cornmeal is very firm, but without change. Package goods are firm and there may be an advance for these ere long.

Self-raising Flour—		
3-lb. pkgs., doz.	....	2 90
6-lb. pkgs., doz.	....	5 70
Cornmeal, Gold Dust	....	6 00
Golden	....	5 50
Barley, pearl	5 75	6 00
Barley, Pot, 98 lbs.	5 00	5 25
Barley (roasted)	....	7 50

Buckwheat flour, 98 lbs.	5 50	6 00
Cornflour, white	....	6 00
Rice flour	8 75	9 00
Hominy grits, 98 lbs.	5 75	6 00
Hominy, pearl, 98 lbs.	6 50	7 25
Graham flour	5 75	5 90
Oatmeal (standard - granulated and fine)	6 00	6 30
Oatmeal, fine cut, in pkgs., c/s..	....	4 60
Peas, Canadian, boiling, bush....	4 00	5 50
Split peas (per 98 lbs)	6 00	6 50
Rolled oats, 90-lb. bags	5 25	5 50
Rolled oats (family pack.), cvase	....	5 60
Rolled oats (small size), case...	....	2 00
Oat flakes (case 20 pkgs.)	....	5 30
Rolled wheat (100-lb. bbls.)	7 10	8 00
Porridge Wheat—		
Packages, 36 in case	....	6 00
Packages, 20 in case (family pack.)	....	5 80
Puffed wheat, c/s	....	4 25
Wheat Food, 18, 1½s	....	3 25
Tapioca flour, lb.	0 15	0 16

High Prices Paid For Bran and Shorts

Montreal.

MILLFEEDS.—While there has been a fair sale of feeds, the movement of bran and shorts has been seasonably good and prices secured by the mills have been better, in some cases, than for several weeks. With the mills not operating to any extent, it transpires that some parties have been willing to pay a premium for their requirements. Barley and oat feeds are unchanged and quiet.

Feeds—		
Shorts—		
Mixed cars	....	44 25
Bran—		
Mixed cars	42 00	42 25
Crushed oats	60 00	68 00
Barley chop	60 00	70 00
Special, middlings	....	56 00
Feed flour (98 lbs. sack)	3 50	3 75
Gluten Feed (22% Protein)—		
F.O.B. Cardinal	....	56 50
F.O.B. Fort William	....	55 00

Oats Decline 6½c; Barley Loses Eight

Montreal.

GRAIN AND HAY.—Declines have been made effective on oats. These amount to 6½c per bushel, making the basis as below. Barley lost eight cents per bushel and there may be lower prices still. The change is said to have come through action in the United States toward price control on various foodstuffs.

The hay situation is quiet. There has been no movement as yet and the market will not open for a few weeks.

Good, No. 1, per 2,000-lb. ton..	....	30 00
Do., No. 2	....	27 00
Do., No. 3	....	25 00
Straw	....	11 00
Oats—		
No. 2 C.W. (34 lbs.)	....	0 99½
No. 3 C.W.	....	0 98
Extra feed	....	0 98
No. 1 feed	....	0 96
No. 2 feed	....	0 90
Barley—		
No. 3 extra	....	1 43
No. 3	....	1 42
No. 2	....	1 43

Note—These prices are at elevator and bags and bagging are not included.

Little Change Made In Fresh Fruits

Montreal.

FRESH FRUITS.—No relief of consequence has been secured from the high prices prevailing for fruits. Selling of oranges, pears, peaches, melons and berries is active. Blueberries are coming in more freely, and yet the prices are high. Black currants are quoted at $1.50 per gallon. Gooseberries are being offered at $1 per gallon.

Apples—		
Hampers	3 50	3 75
Apricots, box	....	3 25
Bananas (as to grade), bunch....	5 00	6 00
Blueberries, qt.	....	0 30
Do., (11 baskets)	....	2. 00
Cherries (California) (large)....	....	2 10
Currants, black, gal.	....	1 50
Canteloupes (size 35-45)	5 50	6 50
Grapefruit (fancy Porto Rico)..	4 50	6 50
Gooseberries, gallon	....	1 00
Grapes (basket, 30 lbs.)	4 00	5 00
Lemons, Messina	6 00	7 00
Watermelons, each	....	0 75
Pears, California ,110 size)	4 25	5 00
Peaches, Cal. (box)	....	2 25
Plums, box	....	3 25
Oranges, Cal., Valencias	....	4 25
Do., 150	....	4 50
Do., 176	....	5 00
Do., 200-216	....	5 00
Blood oranges	....	4 50
Raspberries, qts.	0 30	0 35

Celery and Onions; Parsley; Cabbage Less

Montreal.

VEGETABLES.—Declines have been registered this week in celery and bunch onions. There should be declines in other commodities as well, but the farmers are holding out for stiff returns. Parsley is down to 20c per dozen. There is much more variety available now and the demand is large every week.

Beans, new string, Montreal, 20-lb. bag	0 75	1 00
Beets, new, doz. (Montreal)	....	0 50
Cucumbers (Montreal), doz.	....	0 50
Chickory, doz.	....	0 75
Cauliflower (Montreal), doz.	2 00	2 50
Cabbage (Montreal), doz.	....	0 50
Carrots (new), doz.	....	0 50
Celery, doz.	....	1 00
Corn (per bag, 15 doz.)	1 00	1 25
Lettuce (curly), box	....	0 15
Lettuce (Montreal), head	....	0 50
Leeks	....	2 00
Mint	....	0 30
Mushrooms, lb.	....	1 75
Basket (about 3 lbs.)	....	4 00
Onions, Texas, hamper	....	5 00
o. Red (bunches), doz.	....	1 00
Parsley (Canadian)	....	0 20
Peas (Montreal), bag	....	3 00
Potatoes, Montreal (90-lb. bag)..	....	1 25
Radishes, doz.	....	0 20
Rhubarb ,doz.	....	0 25
Spinach, box	....	0 75
Turnips, Quebec	....	3 00
Do., new, doz.	....	0 40
Tomatoes (Montreal) (30-lb. box)	3 00	3 25
Do., hothouse, lb.	....	0 35

ONTARIO MARKETS

TORONTO, Aug. 8.—The general list of grocery commodities is very strong, with few changes reported as compared with a week ago. Sugar is still giving some concern in the matter of supply, but prices are steady. New prices are named on same lines of canned goods, and the same show large increases.

Sugar is Still in Small Supply

Toronto.

SUGAR—The difficulty in getting sugar to supply orders is causing considerable concern among wholesale grocers. Deliveries from the refiners are exceedingly light, and they are behind in their orders. The fact of a heavy export demand has caused this to some extent, and also the disturbance to operations resulting from strikes. Prices are unchanged, and are very firm. Refiners express the belief that there will be ample supplies to carry the people through the preserving season.

St. Lawrence, extra granulated	10 16
Atlantic, extra granulated	10 16
Acadia Sugar Refinery, extra granulated.	10 16
Can. Sugar Refinery, extra granulated....	10 16
Dom. Sugar Refinery, extra granulated..	10 16

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis; 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies, 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2s, 55c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 70c. Yellows same as above.

Syrups Hold at Firm Figures

Toronto.

MOLASSES, CORN SYRUPS.—No changes are reported in the market for molasses and corn syrups. Quotations are strong at the recent advance. There is not a great deal of demand for these commodities just now.

Corn Syrups—		
Barrels, about 700 lbs., yellow, per lb.	....	$0 08¼
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case	....	5 95
Cases, 5-lb. tins, white, 1 doz. in case	....	6 55
Cases, 10-lb. tins, white, ½ doz. in case	....	6 25
Cases, 2-lb. tins, yellow, 2 doz. in case	....	5 45
Cases, 5-lb. tins, yellow, 1 doz. in case	....	5 85
Cases, 10-lb. tins, yellow, ½ doz. in case	....	5 75
Cane Syrups—		
Barrels and half barrels, lb..	0 08	....
Half barrels, ¼c over bbls.; ¼ bbls., ½c over.		
Cases, 2-lb. tins, 2 doz. in case	....	7 00
Molasses—		
Fancy, Barbadoes, barrels	1 10	1 15
Choice Barbadoes, barrels....	....	1 00
West India, bbls., gal.	....	0 44
West India, No. 10, kegs	....	6 50
West India, No. 5, kegs	....	3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	4 90
Tins, 3-lb. table grade, case 2 doz., Barbadoes	....	6 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	5 30
Tins, 10-lb., ½ doz. to case, Barbadoes	....	5 20
Tins, No. 2, baking grade, case 2 doz.	3 50	4 00
Tins, No. 3, baking grade, case of 2 doz.	4 70	6 50
Tins, No. 5, baking grade, case of 1 doz.	3 75	6 20
Tins, No. 10, baking grade, case of ½ doz.	3 60	6 00
West Indies, 1½s, 48s	4 60	6 95

Package Goods Selling Strong

Toronto.

PACKAGE GOODS.—Quotations on all package goods are very strong. While prices generally show no changes, there

is a very firm market on all lines. Rolled oats in particular are strong, and corn flakes are holding at steady levels. Laundry starches are all firm.

PACKAGE GOODS

Rolled Oats, 20s round, case	....	$5 60
Do., 20s square, case	5 10	5 60
Do., 36s, case	....	4 00
Do., 18s, case	....	2 00
Corn Flakes, 36s, case	3 60	4 25
Shredded Wheat, 36s, regular, case	....	4 50
Porridge Wheat, 36s, regular, case	....	6 00
Do., 20s, family, case	....	5 80
Cooker Package Peas, 36s, case	....	3 60
West Indies, 1½s, 48s	4 60	6 95
Cornstarch, No. 1, lb, cartons	0 11½	0 11¾
Do., No. 2, lb. cartons	....	0 10¼
Laundry starch	....	0 10
Laundry starch, in 1-lb. cartons	....	0 12
Do., Do., in 6-lb. tin canisters	....	0 13¼
Do., Do., in 6-lb. wood boxes	....	0 13¼
Potato Flour, in 1-lb. pkgs.	....	0 16
Fine oatmeal, 20s	....	5 60
Cornmeal, 24s	....	3 65
Farina, 24s	....	2 35
Barley, 24s	....	2 35
Wheat flakes, 2s	....	5 40
Wheat kernels, 2s	....	4 50
Self-rising pancake flour, 2s	....	3 30
Buckwheat flour, 2s	....	3 30

New Canned Goods Now on Market

Toronto.

CANNED GOODS.—Strong prices prevail on all canned goods. Quotations for the most part show no changes as compared with a week ago. Some wholesalers have a new shipment of canned lobster in half-pound tins, which they are selling at $6 per dozen. Some of the new vegetables that have already been packed are coming on the market. The Dominion Canners have announced their prices for this season's peas. There is a heavy demand for salmon, and a good proportion of the inquiry is being met with American salmon. The new pack of early fruits is also coming on the market. Strawberries, of course, have been available now for some time, but new raspberries and cherries are now quoted.

Salmon—		
Sockeye, 1s, doz.	4 50	4 75
Sockeye, ½s, doz.	....	2 95
Alaska reds, 1s, doz.	4 25	4 50
Chums, 1-lb. talls	2 35	2 60
Do., ½s. doz.	1 35	1 45
Pinks, 1-lb. talls	2 35	2 60
Do., ½s. doz.	1 35	1 50
Cohoes, ½-lb. tins	2 00	2 10
Cohoes, 1-lb. tins	3 75	3 90
Red Springs, 1-lb. talls	3 75	4 25
White Springs, 1s, dozen	2 30	2 35
Lobsters, ½ lb., doz.	....	6 00
Do., ¼-lb. tins	....	....
Whale Steak, 1s flat doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	2 10	2 15
Canned Vegetables—		
Beets, 2s	....	1 95
Tomatoes, 2½s	....	2 25
Peas, standard	1 97½	2 02½
Peas, early June	2 12½	2 17½
Do., Sweet Wrinkle	2 40	2 45
Do., extra sifted	2 77½	2 82½
Beans, golden wax, doz.	....	....
Asparagus, tins, doz.	3 75	4 00
Asparagus butts, 2½s	....	2 50
Canadian corn	....	....
Corn, American, 2s, doz.	2 10	2 25
Pumpkins, 2½s	....	1 25
Spinach, 2s, doz.	....	1 90
Do., 2½s, doz.	2 52½	2 80
Do., 10s. doz	....	10 00
Pineapples, sliced, 2s, doz.	....	5 00
Do., shredded, 2s, doz.	....	....
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 52½
Do., standard, 10s, doz.	4 50	4 62½
Apples, gal., doz.	....	....
Peaches, 2s	....	2 87½
Pears, 2s	2 35	2 87½
Plums, Lombard, 2s	....	1 90
Do., Green Gage	....	....
Cherries, pitted, H. S.	4 35	4 40
Raspberries, 2s, H.S.	4 65	4 75
Strawberries, 2s, H.S.	....	5 25
Blueberries, 2s	2 10	2 35
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Jams—		
Apricot, 4s, each	....	0 84
Black currants, 16 oz., doz.	....	4 00
Do., 4s, each	0 98	1 10
Gooseberry, 4s, each	....	0 84
Peach, 4s, each	....	0 82
Red currants, 16 oz., doz.	....	3 45
Raspberries, 16 oz., doz.	3 90	4 35
Do., 4s, each	1 05	1 10
Strawberries, 16 oz., doz.	3 90	4 35
Do., 4s, each	1 08	1 15

Dried Fruits in Light Supply

Toronto.

DRIED FRUITS.—There is not a great deal of movement in the market for dried fruits just now. There are several lines that are practically unobtainable, and others of which the supply is very light. Some brands of raisins are off the market but there is a good inquiry for any available. There are still some old crop prunes on the market in small sizes chiefly. Grecian currants are now being offered, from 22 to 23 cents per pound. Indications point to even higher quotations on currants, as there is a very heavy European demand, and also a big inquiry for domestic account. Fairly good shipments are now arriving.

Apricots, unpitted	....	0 16¾
Do., fancy, 25s	....	0 30
Do., choice, 25s	0 23	0 30
Do., standard, 25s	0 22½	0 26
Candied Peels, American—		
Lemon	0 38	0 43½
Orange	....	0 45½
Citron	0 47	....
Currants—		
Grecian, per lb.	0 22	0 23
Australians, 3 Crown, lb.	0 20	0 21
Cherries, 2s	2 75	2 90
Dates—		
Excelsior, pkgs., 3 doz. in case	....	6 50
Dromedary, 3 doz. in case	....	7 50
Figs—		
Taps, lb.	....	....
Malagas, lb.	....	....
Comadre figs, mats, lb.	0 14	0 15
Cal., 4 oz. pkgs., 70s, case	....	5 00
Cal., 8 oz., 20s, case	....	3 25
Cal., 10 oz., 12s, case	....	2 25
Prunes—		
30-40s, per rlb.	0 25	0 35
40-50s, per lb.	....	0 30
50-60s, per lb.	0 22	0 24
60-70s, per lb.	....	0 22
70-80s, per lb.	0 19	0 20
80-90s, per lb.	0 16½	0 17
90-100s, per lb.	....	0 14½
100-120s, per lb.	....	0 14½
Peaches—		
Standard, 25-lb. box, peeled	....	0 20
Choice, 25-lb. box, peeled	....	0 23
Fancy, 25-lb. boxes	....	0 24
Practically peeled, 25-lb. boxes	....	0 22½
Extra choice, 25-lb. box, peeled	....	0 26
Raisins—		
California bleached, lb.	....	....
Extra fancy, sulphur, blch., 25s	....	....
Seedless, 15-oz. packets	....	0 20
Seeded, fancy, 1-lb. packets	0 14½	0 15
Seeded, 15-oz. packets	0 16	0 17½
Seedless, Thompson's, bulk	....	0 20
Seedless, 16-oz. packets	....	0 20
Do., Bakers, Thompson's, 25s	....	0 20
Crown Muscatels, 25s	....	0 17

Firm Market in All Cereals

Toronto.

CEREALS.—The market for cereals is very strong, but on the whole is unchanged as compared with a week ago. The market for oats is very firm just now, and of course this is reflected in the quotations on rolled oats, which are very firm at last week's advances. Cornmeal is also strong.

	Single Bag Lots F.o.b.	Toronto
Barley, pearl, 98s	5 50	6 00
Barley, pot, 98s	4 25	4 50
Barley Flour, 98s	....	4 50
Buckwheat Flour, 98s	7 25	8 00
Cornmeal, Golden, 98s	5 75	6 25
Do., fancy yellow, 98s	5 75	6 25
Hominy grits, 98s	....	5 25
Hominy, pearl, 98s	5 00	5 25
Oatmeal, 98s	....	6 25
Oat Flour	....	4 50
Rolled oats, 90s	....	5 75
Rolled Wheat, 100-lb. bbl.	6 50	7 00
Breakfast Food No.1	....	6 15
Do. No. 2	....	6 15
Rice Flour, per 100 lbs.	....	10 00
Linseed Meal, 98s	....	6 75
Peas, split, 98s	....	6 50
Blue peas, lb.	....	0 10

Above prices give range of quotations to the retail trade.

No Improvement in Rice Situation

Toronto.

RICES.—No changes are reported in the market for rices, but all prices are very firm at high levels. There is nothing to indicate an easier market for some time to come as supplies are very light. Some wholesalers have only small quantities of the best rices, and most of the demand is being met by the poorer qualities. Tapioca is scarce and high, being quoted up to 14½ cents per pound.

Texas, fancy, per 100 lb.	17 50	18 00
Blue Rose, Texas, per 100 lbs.	....	18 00
Honduras, fancy, per 100 lbs.	....	....
Siam, fancy, per 100 lbs.	15 00	16 00
Siam, second, per 100 lbs.	13 50	14 50
Japans, fancy, per 100 lbs.	....	17 00
Do., seconds, per 100 lbs.	13 00	14 00
Chinese, XX., per 100 lbs.	....	14 00
Do., Simiu	....	16 00
Do., Mujin, No. 1	....	16 00
Do., Pakling	....	14 00
White Sago	0 13¼	0 13½
Tapioca, per lb.	0 13½	0 14½

Japan Teas Will Be High in Price

Toronto.

TEAS.—Recent advices received by importers show quotations on Japan teas 40 per cent. higher than last year. These quotations are of course at primary points of shipment, but the spot market on Japan teas this year will be very high. It is not likely that offerings will be at all large. Cables continue to show higher prices on all Indian and Ceylon teas. Freight charges are also going up. All factors contribute to strong markets in teas. Stocks among Toronto dealers are not heavy. Shipments of a fairly large order have been made to England, where a strong market is ruling.

Ceylons and Indians—		
Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 56
Broken Pekoes	0 56	0 58
Broken Orange Pekoes	0 58	0 60
Javas—		
Broken Orange Pekoe	0 58	0 65
Broken Pekoes	0 40	0 45
Japans and Chinas—		
Early pickings, Japans	0 53	0 55
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Lower Coffee Prices Unlikely

Toronto.

COFFEES.—There is no evidence of lower prices for coffees. Primary markets are very strong, and quotations on spot at Toronto are very firm. The fact that stocks among dealers have been fairly heavy has resulted in advances in the spot prices having been steady in com-

parison with the rising primary quotations. Green Santos cannot now be bought under 36 cents, and Bogotas are quoted at 43 cents. There is a general upward tendency to the market, and future spot prices will likely rule as high figures.

Java, Private Estate	$....	$ 55
Java, old Government, lb.	0 48	0 50
Bogotas, lb.	....	0 50
Guatemala, lb.	0 46	0 48
Mexican	....	0 50
Maracaibo, lb.	0 45	0 46
Jamaica, lb.	0 43	0 45
Blue Mountain Jamaica	0 50	0 55
Mocha, Arabian, lb.	....	0 55
Rio, lb.	0 33	0 37
Santos, Bourbon, lb.	0 45	0 46
Ceylon, Plantation, lb.	....	
Chicory, lb.	0 30	0 32
Cocoa—		
Pure, lb.	0 26	0 28
Sweet, lb.	....	0 26

General List of Prices Strong

Toronto.

SPICES.—All quotations on spices are very firm, with no changes in comparison with a week ago. There is a very good demand for spices, and the general list is holding strong. Cream of tartar is selling freely, and the market for the same is firm.

Allspice	0 19	0 21
Cassia	0 33	0 40
Cinnamon	0 35	0 50
Cloves	0 79	0 75
Cayenne	0 33	0 37
Ginger	0 28	0 35
Ginger	0 30	0 35
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 10	0 [illegible]
Pastry	0 32	0 38
Pickling spices	0 22	0 30
[illegible]	0 90	1 10
Peppers, black	0 38	0 43
Peppers, white	0 48	0 53
Paprika, lb.	0 60	0 70
Nutmegs, selects, whole, 100s..	0 45	0 50
Do., 80s	....	0 55
Do., 64s	0 60	0 65
Mustard seed, whole	0 35	0 40
Celery seed, whole	....	0 75
Coriander, whole	0 25	0 30
Carraway seed, whole	0 65	0 70
Tumeric	0 24	0 27
Cream of Tartar—		
French, pure	0 75	0 80
American high test, bulk	0 75	0 80
2-oz. packages, doz.	....	1 75
4-oz. packages, doz.	....	3 00
8 oz. tins, doz.	....	6 00

Higher Markets Likely in Nuts

Toronto.

NUTS.—All quotations on nuts are very strong, and the tendency in most instances is towards higher levels. Advices on French walnuts point to very high prices, but in regard to California walnuts, reports are that there will be a very heavy crop, approximating fifty million pounds, said to be the largest yield in the history of the industry. The fact that the market is almost bare now, renders easy the handling of this immense crop. The world is hungry for walnuts, and there is no doubt but the crop can be well taken care of by the heavy demand that is bound to ensue. Spot prices this week are steady and strong.

Almonds, Tarragonas, lb.	0 28	0 32
Butternuts, Canadian, lb.	....	0 08
Walnuts, California, lb.	0 40	0 42
Walnuts, Grenobles, lb.	0 34	0 35
Walnuts, Bordeaux, lb.	0 28	0 30
Filberts, lb.	0 23	0 24
Pecans, lb.	....	0 30
Cocoanuts, Jamaica, sack	....	10 00
Peanuts, Jumbo, roasted	0 18	0 19
Brazil nuts, lb.	0 21	0 22
Shelled—		
Almonds, lb.	0 55	0 62
Filberts, lb.	0 48	0 50
Walnuts, lb.	0 80	0 85
Peanuts, Spanish, lb.	....	0 19
Do., Chinese, 30-32 to oz.	0 16	0 18
Brazil nuts, lb.	0 85	0 87

New Crop Honey is Quoted Higher

Toronto.

HONEY, MAPLE SYRUPS.—No changes are reported in this market this week. The crop honey is being offered now, but purchases have not taken place to any extent as yet. It is quoted at 25 cents. Old crop honey is fairly easy, and maple syrup is ruling steady.

Honey—		
Clover—		
5-lb. tins	....	0 22
2½s tins	....	0 23
10-lb. tins	0 25	....

MARKET CHANGES

Cow brand soda has advanced 20 cents a box, the halves now selling at $4.10. A further increase of ten per cent. is announced to take place on August 29.

Wethey's mincemeat has jumped to $5.10 a case, three dozen tins to the case. L. and B. raspberry, and apple and strawberry and apple jam, are also quoted higher at 72 cents for four pound tins. Niagara Falls pineapple, twos, are higher, selling at $5 per dozen.

60-lb. tins	....	0 20
Buckwheat, 50-lb. tins, lb.	....	0 16
Comb, No. 1, fancy, doz.	....	....
Do., No. 2, doz.	....	....
Maple Syrup—		
8½-lb. tins, 10 to case, case		17 00
Wine qt. tins, 24 to case, case		16 00
Wine ½ gal. tins, 12 to case, case		15 00
Wine 1 gal. tins, 6 to case, case		14 00
Imperial 5 gal. cans, 1 to case, case		14 00
Maple Sugar—		
50 1-lb. blocks to case, lb.	....	0 29

Little Demand in Bean Market

Toronto.

BEANS.—There is not very much demand for beans just now, but the best qualities are very hard to obtain. Ontario one pound to two pound pickers are quoted at $5 per bushel, and the hand-picked beans at from $5.50 to $5.75 per bushel.

Ontario, 1-lb. to 2-lb. pickers, bus.	....	$5 00
Do., hand-picked, bus.	5 50	5 75
Japanese Kotenashi, per bush.	....	4 50
Rangoons, per bushel	....	3 00
Limas, per lb.	....	0 12½

Fresh Fruits Are Selling Freely

Toronto.

FRUITS.—Both domestic and imported fruits are coming along plentifully now, and there is a brisk demand for all offered. However, prices are holding at firm figures. Raspberries are practically over, but lawtonberries are arriving fairly abundantly, selling at from 25 to 27 cents. Blueberries are holding at very strong figures, at from $2.50 to $2.75 for a large basket. Black currants are selling at from $2.75 to $3. Gooseberries in large baskets are bringing from $2.75 to $3. California peaches, plums and pears are big sellers, the former selling at $2.25 for loose, plums at $3.50, and pears at from $4.50 to $4.75 per box.

Bananas, per lb.	....	0 08
Grapefruit— —		
California, seedless, 64s	....	5 00
Valencias—		
100s, 126s, 150s, 176s, 200s, 216s, 250s	5 50	6 50
288s, 324s	5 00	5 50
Lemons, Cal., 270s, 300s, case	6 50	7 00
Do., Messina Verdillis, 300s	....	7 00
Raspberries, box	0 28	0 30
Cherries, Montmorencys—		
11-qt. basket	1 60	1 65
6-qt. basket	....	0 85
Gooseberries, 11-qt. basket	2 50	2 75
Do., 6-qt. basket	1 25	1 50
Black Currants, 11-qt. basket	2 75	3 00
Blueberries, 11-qt. basket	2 50	2 75
Lawtonberries, box	0 25	0 27
Watermelons	0 75	1 25
Georgia Peaches, 6 basket crates, per crate	5 00	5 50
Texas, Elbertas, bushel	....	6 00
Cal. Peaches, Crawfords, 80s and 100s, box	....	2 25
Canteloupes, Turlocks, 45s, standards	....	6 50
Do., flats	....	3 00
Do., salmon flesh, flats	....	3 00
Do., New Mexico pinks, flats	3 25	3 50
Do., Canadian, 16 qts.	....	1 25
Leamington melons, 16 qts.	1 75	2 00
Plums, Cal., per box	3 25	3 50
Apples, yellow transparent, bus. hamper	....	4 00
Cal. Bartlett Pears, box	5 25	5 50
Cal. Gravenstein Apples, box	....	2 00

Can. Tomatoes Are Easier

Toronto.

VEGETABLES.—There is a good demand for all Canadian fresh vegetables. Tomatoes are quoted lower in price this week, at from 75 cents to $1 for a large basket. New potatoes, number ones are selling at from $8 to $8.50, and number twos at from $5.75 to $6. Cucumbers in 11 quart baskets are selling as low as 25 cents. Cabbages are ranging from $2.25 to $4.75 according to the size of the crate. Carrots are 25 and 30 cents per dozen. Kentucky onions in 100-lb. sacks are selling at from $7.50 to $8.

Beets, per doz.	0 40	0 50
Cabbage, per large crate	4 00	4 75
Do., 32-qt. crate	2 25	2 50
Carrots, per doz.	0 25	0 30
Radishes, per dozen	....	0 30
Can. Lettuce, doz.	0 50	0 75
Onions, Kentucky fine hard, 100-lb. sacks	7 50	8 00
Parsley, per basket	....	1 00
Peppers, green, doz.	....	0 50
Do., sweet	....	1 00
Celery, doz.	....	0 40
Wax Beans, Can., 11-qt. basket	....	0 50
Cucumbers, 11qt. basket	0 25	0 50
New Potatoes	....	....
No. 2s	5 75	6 00
Turnips, hamper	....	2 75
Spinach, box	....	2 00
Marrows, basket	....	0 60
Outdoor Tomatoes, 11-qt. basket	0 75	1 00
Can. Corn, doz.	0 20	0 25

Flour Market is Unchanged

Toronto.

FLOUR.—The market for flour is unchanged. There is a good demand for domestic account, and the export business is still on a fairly large scale. There is some Ontario winter wheat of the new crop now being milled.

Flour—		
Government standard, 74 per cent. extraction.		
Ontario winter wheat flour, in carload shipments, on track, in cotton bags	....	11 [illegible]
In jute bags	....	11 00

Shorts Sell Well; Bran is Slow

Toronto

MILLFEEDS.—The market for bran and shorts is steady. There is a moderate inquiry for shorts, but sales of bran are a litttle slow.

	In carlots, track
Bran, per ton	42 00
Shorts, per ton	44 00

WINNIPEG MARKETS

WINNIPEG, Aug. 2—The good promise for the coming harvest in Manitoba has developed a very satisfactory condition of confidence in the trade which is having a satisfactory effect on business generally.

Good Quality Beans Firmer and Higher

Winnipeg.

BEANS.—Good quality beans are in a firmer and higher market. With a steadily increasing demand, only inferior stocks are now available. British Columbia beans of best quality are cleaned up. Early this year the market was dull and low prices ruled, with the result that less acreage was put in beans. The present condition is the direct result of that situation. However, export demand is becoming heavy for beans are firming. With the approach of cool weather the demand for beans will be greater. The demand for harvest requirements will also be large.

Nut Prices High; Will Go Higher

Winnipeg.

NUTS.—Prices on nuts are high and keep advancing. Only limited supplies are available. Brazils are being quoted very high in the New York market.

Brazils, per lb.	22c
Shelled Almonds, 28 lb. boxes, per lb.	52c
Less quantities	55c

Foreign Buying of Canned Goods

Winnipeg.

CANNED GOODS.—The prices on new pack California canned fruits, named in these columns recently, are much higher than last year, but at the high prices foreign buying is reported to be heavy. Reports from reliable sources show that there is only a small crop of Canadian fruits with the exception of currants. Cherries, plums and raspberries are very high.

The demand for canned vegetables is still keen, and supplies of all varieties are getting light.

Packers report that the pack of Sockeye salmon will be less than was hoped for earlier in the season. English buyers are in the market, and are paying prices even higher than last season. A large portion of the pack was sold for export, and it is very possible that Canadian buyers will obtain only a percentage of their orders. It will be some time yet before it is definitely known what quantity will be available for the Canadian market.

Coffee Advances; Will Go Higher

Winnipeg.

COFFEE.—It is now stated definitely that the Santos crop will not be one-third above average supply. Latest reports indicate that frost damage was equally as bad as was predicted. An upward movement in Brazil coffee can be looked for at any time, despite the recent reaction in this line. Quotations herewith show a considerable advance, but jobbers hold that this advance is not nearly as great as market conditions warrant. Santos to-day is being sold in New York at a figure which will make it necessary to again advance the price of roasted coffee within several weeks. According to reports there is a large quantity of coffee in Colombia, Nicaragua, Costa Rica and other Central American states, but owing to conditions it is doubtful just when this coffee will reach the market.

Santos, old crop, per lb.	....	0 36
Bourbon, per lb.	....	0 38
Bogota, per lb.	....	....
Cocta Rica, per lb.	....	....
Maracaibo, per lb.	....	0 43
Mexican	....	0 43

Sharp Advance In Rice Market

Winnipeg.

RICE.—Prices have advanced sharply in rice. All grades are bringing a very high figure. Supplies are very scarce. Japan No. 1 50's are quoted at $6.60 each; Siam Fancy Head 50's, $6.35; cheaper grades range from $5.00 to $5.75.

New Crop Raisin Prices Named Soon

Winnipeg.

DRIED FRUITS.—A large crop of peaches is expected, and sales are reported as having been heavy. While prices on this fruit are high, they are about as anticipated. In comparison with prices being paid for export, prune quotations are reasonable, with an outlook for a large crop.

Prices have been named on all fruits of the 1919 crop, with the exception of seeded raisins, on which prices are expected shortly. Packers claim they will then be able to make a proper estimate of the crop. The outlook at present is for a large crop of Muscatel raisins which are used for seeding purposes. It is expected that the advance over last year's prices will be only sufficient to cover extra labor costs and boxes. The prune crop is expected to be 300,000,000 pounds, a large portion of which has already been sold.

Tea Market Tending Higher

Winnipeg.

TEA.—The tea market is strong and is tending higher. Primary markets show a considerable movement in tea. Harvest and threshing months will bring the usual big demand for tea at prairie points.

Starch and Corn Syrups Advance

Winnipeg.

STARCH AND CORN SYRUPS.—An advance in the corn market has resulted in an advance in prices of starch and corn syrups. Corn syrups are quoted as follows: 2 lb. tins, 2 dozen case, $6.20 per case; 5 lb. tins, 1 dozen case, $6.90. Sugar syrups, 2 lb. tins, 2 dozen case, $5.95 per case; 5 lb. tins, 1 dozen case, $6.95 per case.

Oranges and Lemons Show Advances

Winnipeg.

FRUITS.—The orange market has advanced for best qualities from 25c to 50c per case. Valencias are in good supply and the demand is heavy. The lemon market is steady. The immediate supply of lemons in California is light, and hot weather has made heavy demands. This has caused a sharp advance. No lower prices are expected at this season of the year. Only a small crop of all Canadian fruits, with the exception of currants, is expected. Only an average yield of peaches is expected. Prospects for apples in the Maritime provinces are reported good, while in Ontario they are not so good. British Columbia expects a fifty per cent. increase over last year.

New Season Prices Named on Jam

Winnipeg.

JAM.—Prices on new season's pure jams recently named, show a decided advance over those of last season. The advance means a price of approximately $1.13 per 4 lb. pail to the trade on strawberry jam, and $1.09 on raspberry and black currant jams.

Even at these figures jam is expected to go into rapid consumption, having in mind the high quotations on dried and canned fruits. Strawberry jam is in short supply and an advance is not improbable.

BRITISH COLUMBIA MARKETS

VANCOUVER, Aug. 6—Some changes are noted in the market reports from Vancouver this week. New Fraser Valley and Okanagan apples are being offered. Baking soda is 20 cents a case higher, and near beer is up $2 per barrel. Lard is also showing a sharp advance. Fruit jars are in heavy demand, and bacon and ham are quoted slightly easier.

Sugar Distribution Is Still Light

Vancouver.

SUGAR.—There continues to be some difficulty in securing the necessary supplies of sugar. Distribution is very meagre. The prices are very firm.

Fraser Valley Apples on Sale

Vancouver.

FRUITS AND VEGETABLES.—New Fraser Valley apples are now being offered for sale at $3.50 per box, and Okanagan apples are bringing $3.75 per box. Other fruits are unchanged as compared with a week ago. Vegetables are steady.

Apples—		
Fraser Valley, box	....	3 50
Okanagan apples	....	3 75
Cherries, Okanagan, qt.	....	0 20
Oranges, Cal., aver.	....	6 25
Gooseberries, qt.	....	0 12
Grapefruit, case	5 00	6 00
Lemons, case	....	7 25
Pineapples, Cuban	....	5 50
Cucumbers, B.C., per doz.	....	2 00
Tomatoes (hothouse), 20, crate No. 1	....	4 50
Carrots, doz. bunches	....	0 25
Onions, doz. bunches	....	0 25
Parsley, doz. bunches	....	0 25
Local potatoes, ton	....	30 00
Turnips, doz. bunches	....	0 25
Celery, doz.	....	1 75
Raspberries, crate	....	4 50

Tea Situation Is Unchanged

Vancouver.

TEAS.—No change is reported in the tea situation this week. Stocks are showing depletion and new buying is at very strong prices.

Sharp Advance in Lard This Week

Vancouver.

PROVISIONS.—The feature of the provision market this week is the advance in lard. It is selling up to 42½ cents per pound, and compound lard is bringing 35 cents. Bacon is fifty cents per pound, and ham forty cents.

Fresh Beef	0 17	0 19
Lamb	....	0 28
Pork	....	0 32
Cheese	....	0 33½
Lard	....	0 42½
Compound	....	0 35
Bacon	....	0 50
Hams	....	0 40

Rices Unchanged; Supplies Light

Vancouver.

RICES.—The market for rices is steady, with all quotations very strong. Supplies show no improvement as far as greater quantities are concerned. Tapioca is firm around 13½ cents per pound.

Rice, Japan, No. 1, per ton	....	260 00
Do., Do., No. 2, per ton	....	.....
Do., China, No. 1, per 40 mats	....	260 00
Do., Do., No. 2, per 40 mats	....	260 00
Do., California	....	260 00
Tapioca, 140s	....	0 13½

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Aug. 6.—Harvesting is now general. Rains have improved the crops greatly. Business is brisk. Egg receipts are falling off. Siam rice is $9.75 per cwt., and the tendency of the market is towards higher levels. Butter is firm.

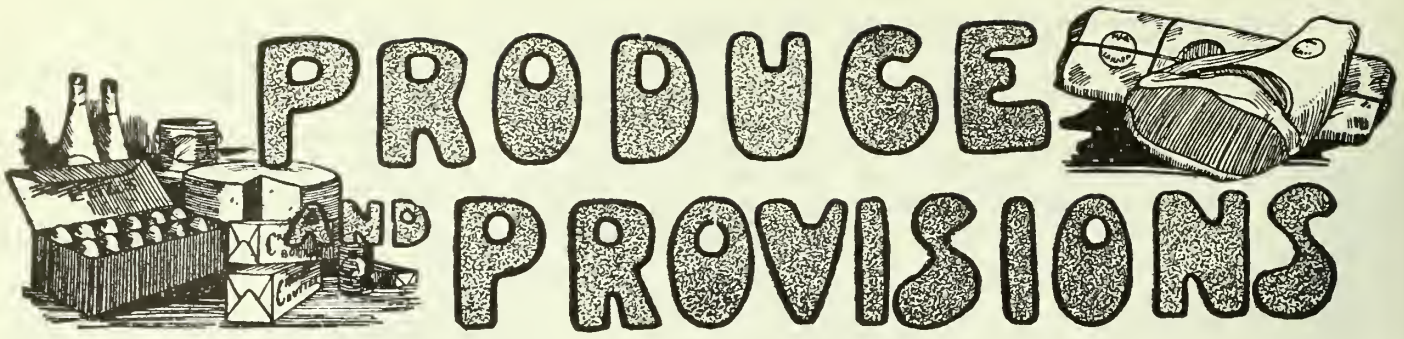
Beans, small white Japans, bu.	....	4 50
Beans, Lima, per lb.	....	0 12½
Rolled oats, brails	....	3 86
Puffed Rice, case	....	5 25
Rice, Siam, cwt.	....	9 75
Sago, lb.	....	0 11¾
Tapioca, lb.	....	0 11¼
Sugar, pure cane, gran., cwt.	....	10 99
Cheese, No. 1, Ontario, large	....	0 34¼
Butter, Creamery	....	0 58
Crisco	12 70	13 35
Lard, pure, 3s, per case	....	21 60
Bacon, lb.	....	0 47
Eggs, new-laid	....	0 31
Tomatoes, 3s, standard, case	....	4 00
Corn, 2s, standard case	....	4 85
Peas, 2s, standard case	....	3 45
Apples, gal., Ontario	....	2 85
Apples, evaporated, per lb.	....	0 18½
Strawberries, 2s, Ont., case	....	8 50
Raspberries, 2s, Ont., case	....	8 70
Peaches, 2s, Ontario, case	....	5 50
Plums, 2s, case	....	4 00
Salmon, finest Sockeye, tall, case	....	....
Salmon, pink, tall, case	....	10 25
Pork, American clear, per bbl.	....	41 00
Onions, ton	....	59 00
New potatoes, 3 lbs.	....	0 25
Grapefruit	....	7 50
California oranges	7 00	8 50
Pinapples	7 00	8 50
Lemons	....	8 00
Strawberries, crate	....	7 50
B.C. Cherries, basket	3 00	4 00
Watermelons, lb.	....	0 08
Apricots, Cal.,	....	3 25
Plums, Cal.	....	3 75
Peaches, Cal.	....	2 75
Apples	....	4 50
Washington yellow transparents, 2 lbs.	....	0 35
Tomatoes	....	3 50
Cucumbers, doz.	....	3 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Aug. 5.—Sugar is the main feature of the grocery markets here. Refiners say it is impossible to make good deliveries before September. Stocks are scarce. Dealers have difficulty filling orders now on hand. Prices are unchanged. Pork is still climbing, now being quoted at $70.77. Lard is 40½ and 41 cents per pound. Canners promise only 40 per cent. deliveries. Peas have advanced, being quoted at from $4 to $4.20. There are no gallon apples on hand. Some fruits are higher, plums selling at $4.50, oranges at $8, and grapefruit at $8.50. Pears are lower at from $5.50 to $6. Cheese is easier, due to the Government action in England. It is selling at 29½ and 30 cents.

Flour, No. 1 patents, bbls., Man.	....	$12 50
Cornmeal, gran., bags	6 25	6 35
Cornmeal, ordinary, bags	4 50	4 60
Rolled oats	....	12 00
Rice, Siam, per 100 lbs.	13 75	14 00
Molasses	0 88	0 89
Sugar—		
Standard, granulated	....	10 05
No. 1, yellow	....	9 55
Cheese, New Brunswick	0 29½	0 30
Cheese, Ont., twins	0 29½	0 30
Eggs, fresh, doz.	0 50	0 52
Eggs, case	0 45	0 47
Breakfast bacon	0 50	0 51
Butter, creamery, per lb.	0 46	0 49
Butter, dairy, per lb.	0 43	0 45
Butter, tub	0 41	0 43
Lard, pure, lb.	0 40½	0 41
Lard, compound	0 35	0 35½
American clear pork	70 00	77 00
Beef, corned, 1s	4 55	4 90
Tomatoes, 2½s, standard, case	....	4 50
Raspberries, 2s, Ont., case	....	8 80
Peaches, 2s, standard case	....	6 20
Corn, 2s, standard case	....	4 70
Peas, standard case	4 00	4 20
Apples, gal., N.B., doz.	....	4 00
Strawberries, 2s, Ont., case	....	8 20
Salmon, Red, spring, cases	....	....
Pinks	11 00	11 50
Cohoes	14 50	15 00
Chums	....	8 50
Evaporated apples, per lb.	....	0 23
Peaches, per lb.	....	....
Potatoes—		
Natives, per bbl.	3 00	3 50
Onion, Egyptians, lb.	0 11	0 12
Lemons, Cal.	8 50	9 00
Pears, Cal., box	5 50	6 00
Plums, Cal., crate	....	4 50
Oranges, Cal., case	....	8 00
Grapefruit, Cal., case	....	8 50
Grapefruit, Cal., case	7 00	7 50
Bananas, per lb.	0 08½	0 09



Build Up a Good Produce Trade

Barrie and Orillia Merchants Believe That a Good Butter and Egg Business Will Stimulate Grocery Sales.

MERRICK & Litser, Barrie, Ont., believe that in building up a good produce business, the average grocer will greatly increase his grocery trade. Such has been the experience of this firm, Mr. Merrick told CANADIAN GROCER recently. Merrick and Litser have only been in business a little better than two years, and they have established a very large connection in the district, their trade with the farming community being on a very extensive scale. The firm sells eggs and butter to Toronto dealers largely. "We often buy $500 worth of eggs on a Saturday," Mr. Merrick stated. "During the busy months of March, April and May, our business in eggs totalled approximately $6,000. We make a practice of giving cash if the farmer desires it, or pay for them in trade, just as the customer wishes. It certainly helps the grocery end of the business to buy and sell produce. I find that the average farmer's wife will buy her groceries, almost without exception, where she can sell her butter and eggs. Sales too, are very often in very substantial quantities. Barrie is situated in a well-to-do farming community, and the Saturday market, held every week, attracts a great crowd. Thus ample opportunity is afforded for the purchase of big supplies." Mr. Merrick states that he considered a margin of five cents on a dozen of eggs necessary to make the business worth while, and to cover any loss that might be entailed.

Produce a Profitable Venture

T. B. Cramp, Orillia, Ont., is another grocery merchant in the North who states that the produce business is a very profitable venture in connection with the grocery trade. Mr. Cramp's store occupies one of the best corners in the town, and he carries on a very extensive business, not only in groceries and provisions, but also in flour and feed. He buys heavily from the farmers, of butter and eggs, shipping out principally to Northern Ontario and some to Toronto. Selling of fruit is also a big end of the business of this store. Mr. Cramp carries all fruits in season, and he says that his business in fruit selling has become so well established that he has little difficulty in disposing of heavy consignments each day throughout the busy season. Of course, also in fruit, he acts as a selling agent, shipping to Northern Ontario large quantities in the summer months. His transactions in fruit, produce and flour and feed constitute the big end of his trade, although he states that his grocery sales are by no means unfavorable. In fact, the grocery business, he finds, has been greatly stimulated by the other branches.

Rules for Cheese Purchase

Purchasing Committee Outlines Rules for Buyers of Canadian Cheese for British Food Ministry—Offers 25c for No. 1 Grade Delivered, No. 2 24½ and No. 3 24 Cents.

THE British Ministry of Food have appointed an executive committee to represent the Ministry in Canada for the purchase of Canadian cheese on their behalf, and they have appointed James Alexander, chairman; R. M. Ballantyne, Thomas Hodge, Arthur J. Hodgson, James Donaldson and A. Gerin, as their representatives.

The following rules shall govern the purchase of cheese by the Canadian Cheese Export Committee, and are subject to alteration at any time, with or without notice, at the option of the committee.

The Canadian Cheese Export Committee will accept from regular exporters all whole milk cheese of the different grades, and at the different prices herein set forth. These prices to be for cheese delivered to warehouse in Montreal, freight and cartage to warehouse to be deducted from the price given. No. 1 grade, 25c per lb.; No. 2 grade, 24½c per lb.; No. 3 grade, 24c per lb.

All cheese unsuitable for the above mentioned grades shall be classed as "culls" and purchased on their merits at the option of the committee.

Cheese to be free from any adulteration whatever and not less than ten days old.

All cheese tendered to the committee must be purchased from factories and paid for at the full price herein authorized, and payment to be made promptly after weighing and grading in Montreal. Any deviation from this fixed price and prompt payment will make the exporter liable to suspension or removal from the list of exporters eligible to tender to the committee.

The committee reserves the right to decide from whom tenders of cheese shall be accepted, and the quantity to be accepted from each. In making such decisions they will be governed largely by the experience exporters have had in the trade; the facilities they control for handling an export cheese business, and the volume of business handled in their own direct cheese exporting business in former years.

Factorymen shall make their own selection of an exporting house to whom they will make shipment or delivery in Montreal, and must look to that house for payment. The committee does not guarantee payment to factorymen, and shall only exercise such necessary discipline as provided above.

Exporters shall be paid a commission of one and one-half per cent. (1½ p.c.) to cover remuneration and establishment charges, and a consolidated rate of ¼c per lb. to cover all handling and shipping outlays to dock or railway.

All storage charges after 14 days from date of tender to the committee to be at the expense of the committee.

All payments to exporters shall be made weekly and after delivery of all approved documents.

Cheese are to be invoiced in lots of 500 boxes each. All invoices to be accompanied by public weighmaster's and grader's certificates, also seller's own individual and factory detailed weights. All invoices, shipping documents and weighmaster's certificates to be in triplicate.

Cheese must be boxed and coopered to the satisfaction of the committee, and all boxes to be marked and branded as directed by them. Fibre and stave boxes will not be accepted after first of September, except at a reduction in price of ½c per pound.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Aug. 5.—Hog prices have been increased since last report and are firm at $24 per cwt., some offering and paying 50c more. There is a similar advance for dressed. Cattle prices, too, are up. There is a scramble by the buyers to get choice offerings of hogs and of best steers as well, and often premiums are paid to secure supplies. Shortening prices are inclined to firm in some quarters, and margarine may go higher, owing to the stiff exchange rates. Eggs of fresh production are heavy sellers at full prices. Butter has been easier at buying points and may be quoted down, to the trade. Turkeys are higher this week and old fowl buying prices are lower. Lake fish are rather scarce and the selling prices on fresh fish are fairly reasonable. Trade is reported satisfactory, season considered.

Keener Demand Sends Hog Prices Higher

Montreal.

FRESH MEATS.—There has been a continually increasing demand for supplies of hogs from the packers. With contracts in hand from abroad for bacon, they are anxious to secure their supplies speedily and although 1,500 hogs came in on Monday of this week, they were promptly picked up and at the higher prices, some paying $24.50 for their purchases. For choice dressed hogs, $33 to $33.50 are ruling prices.

Cattle are active and prices are firmer for choice steers, 20-21c for full carcases being paid in this market early in the week. There is evidence that best grade steers are scarce, and this is a reflection that producers are pushing cattle forward to market without great care being paid conditioning. Various cuts will probably be marked up again.

Hogs, live	24 00	24 50
Hogs, dressed—		
Abattoir killed, small, 65-90 lbs.	33 00	33 50
Sows (heavy)	26 50	27 00
Fresh Pork—		
leg of Pork (trimmed) (foot on)	....	0 40
Loins (trimmed)	....	0 45
Loins (untrimmed)	....	0 42
Spare ribs	0 25	0 26
Trimmed shoulders	0 30	0 31
Fresh Beef—		
(Cows)	(Steers)	
$.... $0 28 ..Hind quarters..	$....	$0 30
0 14 0 17 .Front quarters.	0 16	0 18
.... 0 28 ..... Loins	....	0 37
.... 0 25 ..... Ribs	....	0 28
.... 0 15 .... Chucks	0 15	0 16
.... 0 26 ..... Hips	....	0 28
Calves (as per grade)	0 22	0 27
Lambs, 30-40 lbs.(whole carcass), lb.	....	0 36
No. 1 Mutton (whole carcass), lb.	....	0 20

Cured Meats Are Steady and Firm

Montreal.

CURED MEATS.—No reductions are made in the price of various cured meats. Bacon is decidedly the heaviest of sellers and the export orders in hand for this make it strongly probable that advances will be made in the local price lists. Hams are still good sellers at full prices. Barrel pork is firm and if live and dressed hog prices are marked up further, there will be increases ere long.

Hams—		
Medium, smoked, per lb.—		
(Weights), 12-14 lbs.	....	0 47
14-20 lbs.	....	0 48
25-35 lbs.	....	0 40
20-25 lbs.	....	0 42
Backs—		
Plain (as to trimming)	0 53	0 57
Breakfast, per lb. (as to qual.)	0 50	0 57
Rolls, per lb.	....	0 40
Dry Salt Meats—		
Long clear bacon, ton lots.	0 30½	0 31½
Long clear bacon, small lots.	0 31	0 32
Barrel Pork—		
Fat backs, lb.	....	0 33
Canadian short cut (bbl.) 30-40 pieces	62 00	62 50
Clear fat backs (bbl.) (40-50 pieces	....	70 50
Heavy mess pork (bbl.)	....	54 00
Bean pork (bbl.) (American) (60-80 pieces)	....	56 00

Summer Trade Good For Cooked Meats

Montreal.

COOKED MEATS.—That there is a good trade in cooked meats is attributable to the number of holiday seekers in the nearby and other summering places. Shipment to these by jobbers and also by some of the larger retailers continues to be made. Prices are very firm, particularly for cooked hams and roast meats. Declines are very improbable and advances of some lines will perhaps be consummated.

Head Cheese	0 13	0 15
Choice jellied ox tongue	....	0 70
Jellied pork tongues	....	0 48
Ham and tongue, lb.	....	0 32
Veal and tongue	....	0 25
Hams, roast	....	0 66
Hams, cooked	....	0 66
Shoulders, roast	....	0 60
Shoulders, boiled	....	0 60
Pork pies (doz.)	....	0 85
Blood pudding, lb.	....	0 12

Lard Sales Fair At Full Prices

Montreal.

LARD.—With so firm a market for pork and kindred products, it is not to be wondered at that prices hold firmly for lard. There may be advances at any time for the movement, while lighter, owing to the hot weather conditions, is constant. The undertone is quite strong.

LARD, pure—		
Tierces, 400 lbs., per lb.	....	0 37½
Tubs, 50 lbs., per lb.	....	0 38
Pails, 20 lbs., per lb.	....	0 38¼
Bricks, 1 lb., per lb.	....	0 39

Shortening Price Held; Sales Fair

Montreal.

SHORTENING.—The movement of shortening is seasonable. There is really no improvement in demand and the undertone continues to be quite firm, with advances frequent for proprietary products of similar nature. There is a somewhat wider range this week, showing that some jobbers are asking more for the product.

SHORTENING—		
Tierces, 400 lbs., per lb.	0 31	0 31¼
Tubs, 50 lbs., per lb.	0 31½	0 31¾
Pails, 20 lbs., per lb.	0 31¾	0 32
Bricks, 1 lb., per lb.	0 33	0 34

Cheese is Steady; May Hold Basis

Montreal.

CHEESE.—Now that the trade understands the prices obtainable for supplies of cheese bought for the British market through Government channels, it is more or less likely that the basis will be subject to less change than ordinarily it has been for some time. This will depend, of course, upon the extent to which other outside markets develop, for the seller is unrestricted as to where he may dispose of his cheese. Producers seem to be anything but satisfied with the prices offered them by the British Food Ministry. It is said that some cheese has gone into the United States market within the past few days. It is noteworthy that receipts of cheese at the Port of Montreal show a decrease over the season of 1918 of 98,642 boxes, that is, from May 1st to August 1st.

CHEESE—		
New, large, per lb.	....	0 28
Twins, per lb.	....	0 28
Triplets, per lb.	....	0 28
Stilton, per lb.	....	0 32
Fancy, old cheese, per lb.	....	0 35

Exchange May Force Prices Margarine Up

Montreal.

MARGARINE.—While there has been no change in the basis for margarine, the season being the quiet one and demand curtailed, some jobbers look for an increase to be made on United States made margarine owing to the stiff advances made in exchange rates. If these advance higher there will probably be a revision of margarine prices.

MARGARINE—		
Prints, according to quality, lb.	0 36	0 38
Tubs, according to quality, lb.	0 32	0 34

Butter Easier; Price Not Reduced

Montreal.

BUTTER.—During the past week, prices were somewhat easier in buying centres, but the changes made there have not yet affected the local quotations. Receipts have been steadily heavy and the

surplus bids fair to increase. This may have the result of lowering prices here somewhat. Last week's sales here totaled 2,962 packages of creamery. The increased receipts of butter here since May 1st last show that 10,143 packages more were received than in the same period of 1918. This explains, in a measure, the falling off in cheese receipts.

BUTTER—		
Creamery prints, fresh made	....	0 56
Creamery solids, fresh made	....	0 55
Dairy prints	0 45	0 48
Dairy, in tubs, choice	0 44	0 47

Fresh Eggs in Good Demand

Montreal.

EGGS.—Prices have been somewhat inclined to shading here and there by certain tradesmen. The competition is more marked and this has given rise to some slight cutting of price. Strictly fresh eggs are sought by most buyers and are in greater demand to a greater extent than all others, even number ones not being reported large sellers. Buyers state that they can buy at satisfactory prices in the Saskatchewan and Alberta markets. This is not favored now, however, owing to the great delays necessary in transporting.

EGGS—		
No. 2	....	0 45
No. 1	0 51	0 52
Selects	0 57	0 58
New laids	....	0 62

Fowl Buying Prices Less; Turkeys More

Montreal.

POULTRY.—Prices paid by the buyer are down considerably this week for fowl. From 26-29c per lb. is being paid in contrast to that of 33-35c, the ruling quotations for some time past. On the other hand the prices are higher for turkeys. An advance to 43c for turkeys is made and for broilers the range is narrowed to 34-38c. There has been little change in the situation and storage prices are entirely unchanged. Good trade is being secured.

POULTRY (dressed)— (Selling Prices)		
Chickens, roast (3-5 lbs.)	0 40	0 41
Chickens, roast (milk fed)	0 45	0 46
Broilers (3-4 lb. pr.)	0 44	0 47
Ducks—		
Brome Lake (milk fed green)	....	0 46
Young Domestic	0 38	0 40
Turkeys (old toms), lb.	....	0 49
Turkeys (young)	....	0 50
Geese	0 30	0 31
Old fowls (large)	....	0 34
Old fowls (small)	....	0 30
POULTRY (live)— (Buying Prices)		
Live—Old fowl	0 33	0 35
Roasters	0 23	0 24
Turkeys	....	0 40
Broilers	0 33	0 40

Lake Fish Scarcer; Big Consumer Sales

Montreal.

FISH.—From the lake regions, deliveries of fresh fish have not been up to the mark. Scarcity of several varieties is noted, although there is whitefish aplenty. The consumer demand is reported active for fresh fish and although prices continue high for salmon and halibut, these are moving out freely. There is a seasonable sale also for package fish and smoked, though these are not important sellers.

FRESH FISH		
Carps, per lb.	0 11	0 12
Dore	....	0 22
Eels, lb.	....	0 12
Bullheads (dressed)	....	0 15
Gaspereaux, each	....	0 07
Haddies	0 12	0 13
Fillet Haddies	....	0 20
Haddock	0 08	0 09
Halibut, Eastern	0 24	0 24
Halibut, Western	0 23	0 24
Steak, cod	0 10	0 12
Market cod	0 07	0 08
Flounders	0 07	0 09
Prawns	....	0 30
Pike, per lb.	0 12	0 13
Live lobsters	0 48	0 50
Boiled lobsters	....	....
Salmon (B.C.), per lb., Red	0 28	0 30
Salmon, Gaspe	0 40	0 45
Shad	....	0 13
Skate	....	0 07
Lake Trout	0 19	0 20
Mackerel	....	0 18
Shrimps	0 35	0 40
Whitefish	0 16	0 18
Trout, brook	0 35	0 40
FROZEN FISH		
Gaspereaux, per lb.	0 06½	0 07
Halibut, large and chicken	0 19	0 20
Halibut, Western	0 20	0 21
Halibut, medium	0 21	0 22
Haddock	0 06½	0 07
Mackerel	0 14	0 15
Dore	0 14	0 15
Smelts, No. 1, per lb.	0 12	0 13
Smelts, No. 2, per lb.	0 07	0 08
Pike, Headless and Dressed	0 10	0 11
Market Cod	....	0 05½
Whitefish, small	0 11	0 12
Sea Herrings	0 07½	0 08
Steak Cod	0 08	0 08½
Gaspe Salmon, per lb.	0 24	0 25
Salmon Cohoes, round	0 17½	0 18
Salmon, Qualla, Hd. and Dd.	0 13	0 14
Whitefish	0 15	0 16
Smelts, extra large	....	0 22
Lake Trout	0 19	0 20
Lake Herrings, bag, 100 lbs.	....	6 00
Alewives	0 05½	0 06
SALTED FISH		
Codfish—		
Codfish, large bbl., 200 lbs.	....	18 00
Codfish, No. 1, medium, bbl., 200 lbs.	18 00	....
Codfish, No. 2, 200 lb. barrel	17 00	....
Pollock, No. 1, 200 lb. barrel		15 00
Codfish, strip boneless (30-lb. boxes), lb.	0 20	0 22
Codfish (boneless) (24 1-lb. cartons)		0 20
Codfish (Ivory) (2-lb. blocks, 20-lb. bx)		0 18
Boneless cod (2-lb.)	....	0 23
Shredded codfish (12-lb. box)	2 40	2 50
Dried codfish (100-lb. bbl.)	....	16 00
PICKLED FISH		
Herrings (Scotch cured), barrel	11 25	12 00
Scotia, barrel	....	12 00
Do., half barrel	....	6 25
Mackerel, barrel		34 00
Salmon, Labrador (200 lbs.)	....	26 00
Salmon, B.C. (200 lbs.)	....	24 50
Sea Trout (200-lb. bbls.)	....	25 00
Turbot (200 lbs.)	....	17 00
Codfish, tongues and sound, lb.	....	0 15
Eels, lb.	0 16	0 17
SMOKED FISH		
Haddies, BXs, per lb.	0 10	0 11
Fillets	....	0 18
Bloaters, box	....	2 00
Kippers	....	2 25
OYSTERS		
Cape Cod, per barrel	....	16 00
Batouche, per barrel		15 00
Scallops, gallon	....	4 50
Can No. 1 (Solids)	....	2 50
Can No. 3 (Solids)	....	7 50
Can No. 5 (Solids)	....	12 50
Can No. 1 (Selects)	2 50	3 00
Can No. 3 (Selects)	....	9 00
SUNDRIES		
Paper Oyster Pails, ⅛ per 100		1 75
Crushed Oysters Shell, 100-lbs.		$1 60
Paper Oyster Pails, ¼-lb. per 100		2 25

ONTARIO MARKETS

TORONTO, Aug. 8.—The produce markets are all very firm, with the exception of fresh beef, which is slightly lower on grass-fed beef. Pork and all pork products continue very strong, with prices of live stock still ruling around $24.50. Eggs are higher and butter is firm.

Fresh Beef Easier But Pork Strong

Toronto.

FRESH MEATS.—Quotations on beef, lamb, and veal are inclined to be easier, but on pork prices are very high, the situation in live hogs remaining at very strong levels. Hogs on the Toronto live stock market on the fed and watered plan are bringing around $24.50 per cwt. In beef quotations, cattle that have been stall fed, are bringing very firm figures, but of course the majority of cattle that are now coming on the market are grassers, but beef from them is much more reasonable, hind quarters selling at from 20 to 26 cents, and front quarters at from 12 to 14 cents. Whole loins are selling at 32 and 33 cents per pound. Spring lamb is selling at 25 cents per pound, and calves range all the way from 15 to 28 cents per pound.

FRESH MEATS		
Hogs—		
Dressed, 70-100 lbs., per cwt.	....	$30 00
Live, on cars, per cwt.	....	24 00
Live, fed and watered, per cwt.	....	24 50
Live, f.o.b., per cwt.	....	23 50
Fresh Pork—		
Legs of pork, up to 18 lbs.	0 39	0 41½
Loins of pork, lb.	0 42	0 43
Tenderloins, lb.	0 43	0 47
Spare ribs, lb.	0 14	0 15
Picnics, lb.	....	0 32
New York shoulders, lb.	0 27	0 29
Montreal shoulders, lb.	0 29	0 32
Boston butts, lb.	0 35	0 36½
Fresh Beef—From Steers and Heifers—		
Hind quarters, lb.	0 20	0 26
Front quarters, lb.	0 12	0 14
Ribs, lb.	0 18	0 26
Chucks, lb.	0 08	0 13
Loins, whole, lb.	....	0 32
Do., whole, lb.	....	0 33
Hips, lb.	0 20	0 25
Cow beef quotations about 2c per lb. below above quotations.		
Calves, lb.	0 15	0 28
Lambs, whole, lb.	....	0 20
Spring lamb	....	0 25
Sheep, whole, lb.	0 12	0 16

Above prices subject to daily fluctuations of the market.

Hams and Bacon at Firm Prices

Toronto.

PROVISIONS.—The market for hams and bacon continues very firm, with few changes as compared with last week. Breakfast bacon is selling all the way from 48 to 59 cents according to quality. Long clear bacon and fat backs are steady. Mess pork is also unchanged.

Hams—		
Medium	0 46	0 49
Large, per lb.	0 42	0 44
Backs—		
Skinned, rib in.	0 52	0 55

Boneless, per lb.	0 55	0 59
Bacon—		
Breakfast, ordinary, per lb.	0 48	0 51
Breakfast, fancy, per lb.	0 56	0 58
Roll, per lb.	....	0 41
Wiltshire (smoked sides), lb.	....	0 45
Dry Salt Meats—		
Long, clear bacon, av. 50-70 lbs.	0 34	0 35
Do., av 70-100 lbs.	....	0 34
Fat backs, 16-20 lbs.	0 33	0 36

Out of pickle, prices range about 2c per pound below corresponding cuts above.

Barrel Pork—		
Mess pork, 200 lbs.	....	0 59
Short cut backs, bbl., 100 lbs.	....	0 65
Pickled rolls, bbl., 200 lbs., heavy	....	0 66
Do., do., do., lightweight	....	66 00

Above prices subject to daily fluctuations of the market.

Brisk Demand For Cooked Meats

Toronto.

COOKED MEATS.—There continues a very heavy demand for all cooked meats. Both boiled and roast hams are in very brisk demand. Boiled hams are selling at 65 and 66 cents per pound, and roast hams are bringing the same figure. Jellied ox tongue is firmer at from 68 to 70 cents per pound.

Boiled hams, lb.	0 65	0 66
Hams, roast, without dressing, lb.	0 65	0 66
Shoulders, roast, without dressing, per lb.	0 53	0 54
Head Cheese, 6s, lb.	0 14	0 15
Meat Loaf with Macaroni and Cheese, lb.	....	0 28
Choice jellied ox tonge, lb.	0 68	0 70
Pork and Tongue, lb.	....	0 35

Above prices subject to daily fluctuations of the market.

Butter Holds at Firm Prices

Toronto.

BUTTER.—The butter market continues very firm. Dealers are paying from 52 to 53 cents per pound in the country. It is selling to the trade at from 55 to 56 cents per pound.

Creamery prints (fresh made)	0 55	0 56
Creamery solids (fresh made)	0 53	0 54
Dairy prts., fresh separator, lb.	0 47	0 48
Dairy prints, No. 1, lb.	....	0 45

Margarine Has Moderate Inquiry

Toronto.

MARGARINE.—No change is reported in the market for margarine this week. There is a moderate demand, and prices are holding steady.

Margarine—		
1-lb. prints, No. 1	0 35	0 36
Do., No. 2	0 32	0 34
Do., No. 3	0 28	0 29

Solids 1c per lb. less than prints.

Cheese Holds at 28 Cents lb.

Toronto.

CHEESE.—As the buying price on the cheese boards continues on the same level, at 25 cents delivered Montreal, there is no change in the quotation to the retail trade. New large cheese is selling at 28 cents, and Stiltons at 29 cents.

Cheese—		
New, large	....	0 28
Stilton (new)	....	0 29

Twins ½c lb. higher than large cheese. Triplets 1½c higher than large cheese.

Egg Quotations Are Firmer

Toronto.

EGGS.—Receipts of eggs have shown a very marked falling off and prices are inclined to be higher. A few cars of American eggs have been shipped to the Toronto market. Dealers are paying 46 and 47 cents per dozen for eggs. Number ones are selling to the trade at 54 cents, selects at 58 cents, and cartons at 60 cents.

Eggs—		
New laids, in cartons, doz.	0 59	0 60
New laids, doz.	0 54	0 58

Prices shown are subject to daily fluctuations of the market.

Higher Prices Named on Lard

Toronto.

LARD.—There is a very good demand for lard. It is slightly higher this week, at from 37 to 37½ cents per pound.

Lard, tierces, 400 lbs., lb.	0 37	0 37½

In 60-lb. tubs, ½c higher than tierces, pails ¾c higher than tierces, and 1-lb. prints, 2c higher than tierces.

Strong Prices on Shortening

Toronto.

SHORTENING.—There is a wide range in quotations on shortening. It is selling at from 30½ to 32 cents per pound.

Shortening—		
Tierces, 400 lbs., lb.	0 30½	0 32

Fresh Poultry More Plentiful

Toronto.

POULTRY.—Supplies of poultry are arriving plentifully now, and there is a good demand for both frozen and fresh fowl. Ducklings are lower in price, being quoted to the trade at 35 cents, dressed. Spring chickens are selling at from 50 to 55 cents per pound.

Prices paid by commission men at Toronto:

	Live	Dressed
Tierces, 400 lbs., lb.	0 31½	0 32
Turkeys, old, lb.	- 0 25	- 0 30
Do., young, lb.	- 0 30	- 0 35
Roosters, lb.	- 0 22	- 0 25
Fowl, over 4½ lbs.	- 0 30	- 0 30
Fowl, under 4½ lbs.	- 0 27	- 0 27

Prices quoted to retail trade:—

		Dressed
Hens, heavy	$....	$0 35
Do., light	....	0 33
Chickens, spring	0 50	0 55
Ducklings	....	0 35
Turkeys	0 35	0 40

Fish Quotations Are Stronger

Toronto.

FISH.—The market for fish is very firm. There is a slight scarcity of trout, and they have advanced to 17 cents per pound. No fresh Restigouche salmon is now coming forward, but fresh B. C. salmon is selling at 27 and 28 cents per pound. Frozen salmon is worth 25 cents per pound.

FRESH SEA FISH		
Cod Steak, lb.	$0 11	$0 12
Do., market, lb.	0 09	0 10
Haddock, heads off, lb.	....	0 12
Do., heads on, lb.	....	0 10
Halibut, chicken	0 21	0 22
Do., medium	0 22	0 23
Flounders, lb.	0 07	0 10
Salmon, Restigouche	0 30	0 35
Fresh B. C. Salmon	0 27	0 28
FROZEN SEA FISH		
Salmon	....	0 25
Herring	0 09	0 10
FRESH LAKE FISH		
Lake herring, round lb.	....	0 10
Do., dressed, lb.	0 11	0 12
Trout, lb.	....	0 17
Whitefish, lb.	0 11½	0 16
Mullets, lb.	....	0 05
Fresh pickerel	0 15	0 16
Ciscoes	....	0 16
Pike	0 09	0 10
Fresh mackerel	....	0 15

WINNIPEG MARKETS

WINNIPEG, Aug. 2—Hogs continue to sell well at constantly mounting prices. Eggs are firmer, despite a fairly good supply. Butter, too, is showing a firmer feeling.

Hogs Reach New High Levels

Winnipeg.

HOGS.—Two weeks ago hog prices had reached the highest level ever known on this market, but this week new high levels have been set at $23.00 for selects. While export trade continues as brisk as at present, there is little hope for any decline. Trading is good.

Higher Prices On Creamery Butter

Winnipeg.

BUTTER.—No. 1 Creamery has firmed up again after its recent slight decline. Present quotations on creamery butter are 56c per lb. Country shippers are receiving 42c per lb. for dairy butter.

Eggs Firmer; Good Supply

Winnipeg.

EGGS.—Eggs are in good supply on this market at present, though the quality is very little improved owing to the continuance of hot weather. Prices are a little firmer. For strictly new laid eggs country shippers are receiving 44c per dozen. Jobbers' prices to retailers range from 47 to 50c per dozen,

BULK OF CHEESE FROM ONTARIO AND QUEBEC

Ontario and Quebec together in 1917 produced 97 per cent. of the total factory-made cheese of Canada, according to the report on dairy factories for that year, recently issued by the Dominion Statistician. The total production of factory cheese in 1917 was 194,964,336 pounds, of a value of $41,180,623. Of this, Ontario produced 121,173,086 pounds, valued at $25,771,944; Quebec, 67,835,017; Prince Edward Island, 2,234,985 pounds; Alberta, 1,274,905 pounds; New Brunswick, 1,244,106 pounds; Manitoba, 1,003,646 pounds; British Columbia, 71,094 pounds; Nova Scotia, 67,497 pounds.

LARD

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LIMITED
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You simply can't take chances these days. With prices of many things going still higher people are becoming more critical than ever of the condition of the food they buy and the policy of the merchant in keeping everything fresh beyond a doubt. Don't take the risk of uncertain refrigeration. Get an Arctic at once and be safe. There's a style and price that will exactly fit your needs. Write to-day for free catalogue and prices.

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AGENCIES:—A. Tilley, 54 McGill College Ave., Montreal; Geo. Cameron, Sparks St., Ottawa; J. McMillan, 200 Main St., Winnipeg; Western Butchers Co., Regina, Sask.; M. E. Watt, 572 Knox St., Vancouver, B.C.

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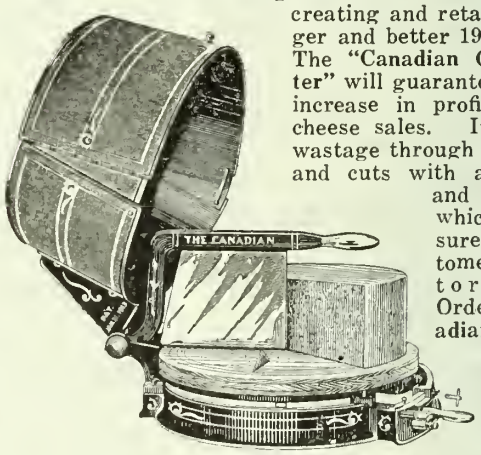
Windsor Table Salt
Made in Canada

THE CANADIAN SALT CO., LIMITED
WINDSOR, ONT.

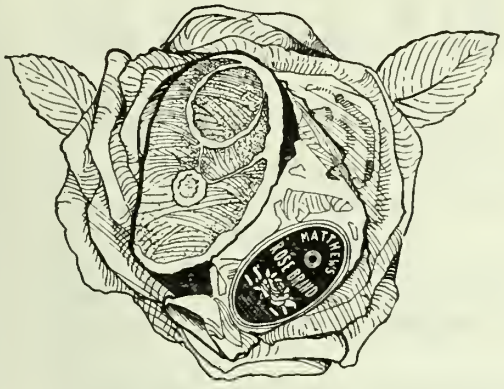
Better equipment will bring you better business in 1919

Prepare now for a more profitable turnover during the year. Proper equipment will be a mighty strong means of consolidating the trade of the past, while creating and retaining a bigger and better 1919 business. The "Canadian Cheese Cutter" will guarantee you a big increase in profits on your cheese sales. It eliminates wastage through scraps, etc., and cuts with an accuracy and rapidity which will assure your customer satisfactory service. Order a "Canadian" to-day and reap your share of prosperity. Only $18.00.



The CANADIAN Open

The Computing Cheese Cutter Co.
WINDSOR, ONT.



Quick Sellers That Help To Increase Business

It pays you well to sell products that have become popularized through consistent and systematic advertising.

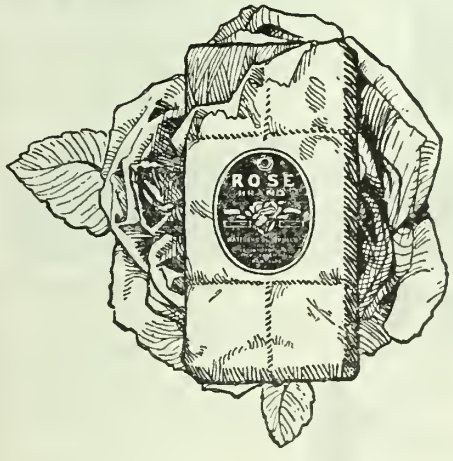
Keen competition to-day necessitates the using of good judgment in buying, to enable you to run your business with profit.

Products that are hard to sell because they are practically unknown are not a good business investment.

Buy products of a character that net you satisfactory profits through quick turnovers.

Rose Brand Products

are known all over Canada for their quality and rich flavor. The demand for them is created—sell Rose Brand products and benefit by that demand.



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It is incomparable as to purity and flavor—the finest lard sold.

Rose Brand Bacon and Ham—unequalled for sweetness in cure and flavor.

Rose Brand Sausages—made from the choicest pork, lean and fat proportionately mixed.

Our nearest plant will fill your orders promptly by express.

The Canadian Packing Company, Limited

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Plants at
Toronto, Montreal, Hull,
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Everything You Could Wish Good Milk Products To Be

These three Canadian-made Milk Products are delicious enough and wholesome enough to satisfy the requirements of any housewife.

You can recommend them with the full confidence that her first purchase will develop into a steady run of good money-making repeats.

Remember, too, that the Malcolm lines are strictly Canadian-made. In pushing them you are encouraging Canadian industry and increasing your own prestige and profits as well.

5-case lots delivered to any part of Quebec, Ontario or the Maritime Provinces and freight paid up to 50c per 100 pounds.

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MALCOLM CONDENSING CO., LTD.
St. GEORGE, Ontario
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Champagne de Pomme

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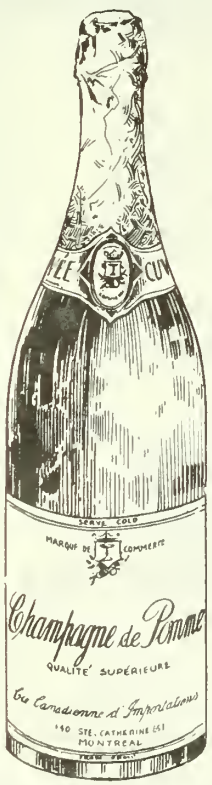

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A high line of BEVERAGES. None superior as to quality of INGREDIENTS USED.

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One dozen quarts to case and two dozen pints.

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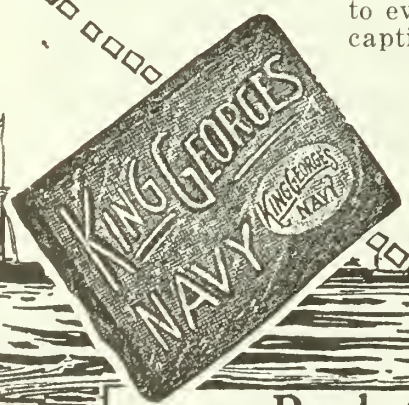

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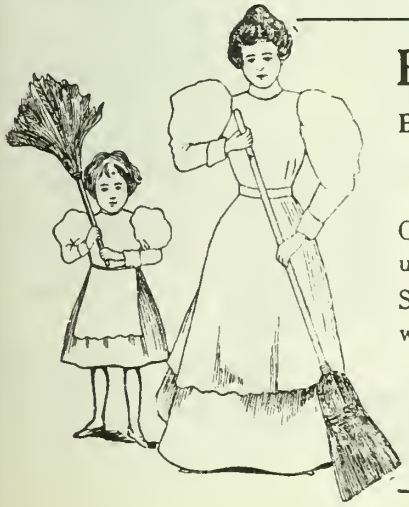

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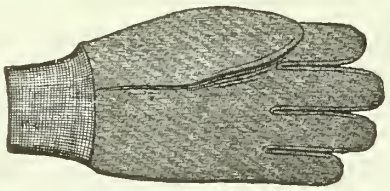
Charlottetown, P.E.I.

Salesmen Wanted

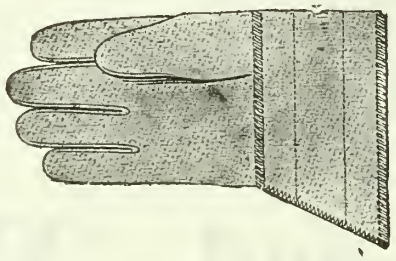
Men who have worked up a connection with the trade are far more valuable to you than inexperienced men. The way to locate them is through your trade paper, because wide-awake salesmen read it. When in need of salesmen use the Want Ad Page; the rates are 2 cents per word first insertion and one cent per word for each subsequent insertion, a charge of 5 cents extra is made for Box Number to cover cost of forwarding replies.

TAPATCO
REGISTERED TRADE MARK BRAND



Ask your wholesaler to send you a stock of these gloves

The men of your town need them. They are strong, serviceable and comfortable and always give the wearer 100 per cent. value and satisfaction. There's a TAPATCO style and weight for every purpose. Show an assortment in your windows.



The American Pad and Textile Compans
Chatham, Ontario

Sani-Flush
(TRADE MARK REGISTERED)

Closet Bowl Cleaner

Do not compel people to ask if you handle ***Sani-Flush,*** but make a display where they can see it.

A little embarrassment may prevent a woman from inquiring about ***Sani-Flush.*** It should be made very easy to buy on account of its nature.

Sani-Flush cleans water-closet bowls without scouring and scrubbing.

HAROLD F. RITCHIE & CO.
LIMITED
10-12-14 McCaul Street
TORONTO, ONT.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $83.20 PER INCH PER YEAR

JAMS

DOMINION CANNERS, LTD.
Hamilton, Ont.

"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vav top Glass Jars, 16 oz. glass, 2 doz. case.

	Per doz.
Strawberry	$4 60
Currant, Black	4 50
Pear	3 90
Peach	3 90
Plum	3 70
Raspberry, Red	4 50
Apricot	4 00
Cherry	4 30
Gooseberry	4 00

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	$2 30
12 oz. Glass, Screw Top, 2 doz. in case	2 55
16 oz. Glass, Screw Top, 2 doz. in case	3 25
16 oz., Glass, Tall, Vacuum, 2 doz. in case	3 25
2's Tin, 2 doz. per case	4 80
4's Tins, 12 pails in crate, per pail	0 78
5's Tin, 8 pails in crate, per pail	0 97
7's Tin or Wood, 6 pails in crate	1 36
30's Tin or Wood, one pail in crate, per lb.	0 20

PORK AND BEANS "DOMINION BRAND"

	Per doz.
Individual Pork and Beans, Plain, 75c, or with Sauce, 4 doz. to case	$0 85
1's Pork and Beans, Flat, Plain, 4 doz. to case	0 92½
1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case	0 95
1's Pork and Beans, Tall, Plain, 4 doz. to case	0 95
1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to the case	0 97½
1½'s (20 oz.) Plain, per doz.	1 25
Tomato or Chili Sauce	1 27½
2's Pork and Beans, Plain, 2 doz. to the case	1 50
2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case	1 52½
2½'s Tall, Plain, per doz.	2 00
Tomato or Chili Sauce	2 35

Family, Plain, $1.75 doz.; Family, Tomato Sauce, $1.95 doz.; Family, Chili Sauce, $1.95 doz. The above 2 doz. to the case.

CATSUPS—In Glass Bottles

	Per doz.
½ Pts., Aylmer Quality	$1 90
12 oz., Aylmer Quality	2 35
	Per jug.
Gallon Jugs, Aylmer Quality	1 62½
	Per doz.
Pints, Delhi Epicure	2 70
½ Pints, Red Seal	1 45
Pints, Red Seal	1 90
Qts., Red Seal	2 45
Gallons, Red Seal	6 45

BORDEN MILK CO., LTD.,
180 St. Paul St. West,
Montreal, Can.

CONDENSED MILK

Terms, net, 30 days.

Eagle Brand, each, 48 cans	$9 60
Reindeer Brand, each 48 cans	9 15
Silver Cow, each 48 cans	8 40
Gold Seal, Purity, each 48 cans	8 25
Mayflower Brand, each 48 cans	8 25
Challenge Clover Brand, each 48 cans	7 75

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	$6 90
Jersey Brand, Hotel, each 24 Cans	7 00
Peerless Brand, small, each 24 cans	3 15
St. Charles Brand, Tall, each 48 cans	6 90
Jersey Brand, Tall, each 48 cans	6 90
Peerless Brand, Tall, each 48 cans	6 90
St. Charles Brand, Family, 48 cans	6 50
Jersey Brand, Family, each 48 cans	5 75
Peerless Brand, Family, each 48 cans	5 75
St. Charles Brand, small, each 48 cans	2 90
Jersey Brand, small, each 48 cans	2 90
Peerless Brand, small, each 48 cans	2 90

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	$6 50
Reindeer Brand, small, each 48 cans	6 50
Regal Brand, each 24 cans	5 90
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. CLARK, LIMITED,
MONTREAL.

Compressed Corn Beef—½s, $2.95; 1s, $4.95; 2s, $9.45; 6s, $34.75.
Lunch Ham—1s, $6.95; 2s, $13.85.
Ready Lunch Beef—1s, $4.95; 2s, $9.
English Brawn — ½s, $2.95; 1s, $4.45; 2s, $8.95.
Boneless Pig's Feet—½s, $2.95; 1s, $4.45; 2s, $8.95.
Ready Lunch Veal Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Beef-Ham Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Beef Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Asst. Loaves — ½s, $2.50; 1s, $4.50.
Geneva Sausage—1s, $4.45; 2s, $8.75
Roast Beef—½s, $2.95; 1s, $4.95; 2s, $9.45; 6s, $34.75.
Roast Mutton—1s, $6.35; 2s, $11.95; square cans, $45.
Boiled Mutton—1s, $6.35; 2s, $11.95; 6s, $45.
Jellied Veal—½s, $3.35; 1s, $4.95; 2s, $9.25.
Cooked Tripe—1s, $2.95; 2s, $4.95.
Stewed Ox Tail—1s, $2.35; 2s, $4.45.
Stewed Kidneys—1s, $4.45; 2s, $8.45.
Mince Collops—½s, $1.95; 1s, $3.90; 2s, $6.85.
Sausage Meat—1s, $3.95; 2s, $7.95.
Corn Beef Hash — ½s, $1.95; 1s, $3.95; 2s, $5.90.
Beef Steak and Onions—½s, $2.95; 1s, $4.95; 2s, $8.95.
Jellied Hocks—2s, $9.45; 6s, $30.
Irish Stew—1s, $2.95; 2s, $5.95.
Cambridge Sausage—1s, $4.45; 2s, $8.75.
Boneless Chicken—½s, $5.95; 1s, $9.95.
Boneless Turkey — ½s, $5.95; 1s, $9.00.
Ox Tongue—½s, $4.95; 1s, $12.00; 1½s, $18.50; 2s, $23.95; 3½s, $44.00; 6s, $60.00.
Lunch Tongue—½s, $4.90; 1s, $10.45.
Mince Meat (Tins)—1s, $2.90; 2s, $4.00; 5s, $12.90.

A. Escoffier

MONSIEUR A. ESCOFFIER, CHEF DE CUISINE, CARLTON HOTEL, LONDON, the WORLD'S MOST EMINENT FOOD EXPERT, has prepared specially for export to CANADA, a selection of his most exquisite Chefs-d'oeuvres which have made his name supreme in Culinary Art amongst Royalty and discriminating epicures.

CANADIANS!

IS THE BEST GOOD ENOUGH FOR YOU?

If so we request you to try

ESCOFFIER SAUCE DIABLE—For Fish
DERBY SAUCE—Fish & Meats
SAUCE MELBA—For Sweets
For All Viands

ESCOFFIER PICKLES & CHUTNEY

ESCOFFIER SAUCE ROBERT & TOMATO CHUTNEY

We have recently manufactured

THE ESCOFFIER MEAT, GAME & FISH PASTES

in 12 varieties, for which we are experiencing extraordinary demands

ORDER IMMEDIATELY

ESCOFFIER LIMITED, 6 Ridgmount St., London, Eng.
A.B.C. Code, 5th Edition

the time it takes to make a Gold Dust sale is the time it takes to reach the shelf and ring your register—

MADE IN CANADA

THE N.K. FAIRBANK COMPANY
LIMITED MONTREAL

Let the GOLD DUST TWINS do your work.

Field & Co.

(Fruit Merchants) Ltd.

40-41-42, KING WILLIAM ST.
LONDON, E.C.4, ENGLAND

Cables: "Loudly, London"
Codes (Private): A.B.C. 4th and 5th Editions, Western Union and Bentleys.

Direct Shippers

Portuguese Sardines, French Sardines, Norwegian Brisling, Sild, Herrings, &c; Dried Fruits, Currants, Dates, Raisins, Evaporated Fruits; Almonds and Nuts of all kinds, Shelled and Prepared Almonds; Almonlike (substitute for Prepared Almonds); Shelled Walnuts and Kernels; Spices; Rices, Tapiocas, &c.; Confectionery, Chemicals, &c.

Proprietors of

Turban BRAND BUSREH Dates

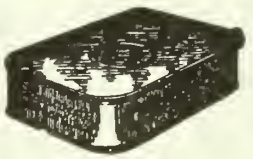
IN CARTONS. Cases each 60 nominal pounds

Turban COMPLETE Puddings

Whole Rice Custard
Barley Flake Custard
Sago Custard
Ground Rice Custard
Tapioca Custard
Semolina Custard

All ingredients in the packet. No Eggs, Sugar or Milk required. A quart of water and a packet of Turban gives a rich milky pudding for six persons. Cases each 6 dozen assorted.

OBAYO REAL SARDINES



The Élite of the Sea

Guaranteed real Sardines, carefully packed in pure oil. Of high grade quality and fine flavor. Attractive gold and blue labels.

Packed in following sizes, 22 m/m. ¼-club. Nominal 10 oz. 12 oz. and 18 oz. All with keys.

Special Quotations upon Application.

Mince Meat (Bulk)—5s, 17c; 10s, 16c; 25s, 15; 50s, $15.
Chateau Brand Pork and Beans, with Tomato Sauce—Ind., $1.05; 1s, $1.65; 2s, $2.35; 3s, $3.50. With Plain Sauce—Ind., 95c; 1s, $1.60; 2s, $2.30; 3s, $3.30.
Chateau Brand Concentrated Soups—Celery, $1.45; Consomme, $1.45; Green Peas, $1.45; Julienne, $1.45; Mutton Broth, $1.45; Ox Tail, $1.45; Pea, $1.45; Scotch Broth, $1.45; Chicken, $1.60; Mock Turtle, $1.45; Tomato, $1.45; Vermicelli Tomato, $1.45; Soups and Bouilli, 6s, $15.
Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 85c; 1s, $1.00; 1½s, $1.45; 2s, $1.90; 3s, talls, $2.75; 6s, $8; 12s, $16. Plain Sauce, Pink Label—Ind., 85c; 1s, $1.00; 1½s, $1.45; 2s, $1.90; 3s (talls), $2.75; 6s, $8; 12s, $12.
Chili Sauce (red and gold label)—Ind., 85c; 1s, $1.00; 1½s, $1.45; 2s, $1.90; 3s, $2.75.
Vegetarian Baked Beans and Tomato Sauce—2s, $1.90.
Sliced Smoked Beef—½s, $2.45; 1s, $3.45; 4s, $24.
Canadian Boiled Dinner—1s, $2.45; 2s, $4.95.
Army Rations—Beef and Vegetables, 1s, $2.45; 2s, $4.95.
Spaghetti with Tomato Sauce with Cheese—½s, $1.40; 1s, $1.85; 3s, $3.35.
Tongue, Ham and Veal Pates—½s, $2.35.
Ham and Veal Pates—½s, $2.40.
Smoked Vienna Style Sausage—½s, $2.85.
Pate De Foie—¼s, 80c; ½s, $1.40.
Plum Pudding—½s, $1.95; 1s, $3.85.
Potted Beef Ham—¼s, 80c; ½s, $1.45.
Potted Beef—¼s, 80c; ½s, $1.45.
Potted Tongue—¼s, 80c; ½s, $1.45.
Potted Game (Venison)—¼s, 80c; ½s, $1.45.
Potted Veal—¼s, 80c; ½s, $1.45.
Potted Meats (Assorted)—¼s, 85c; ½s, $1.50.
Devilled Beef Ham—¼s, 80c; ½s, $1.45. Beef—¼s, 80c; ½s, $1.45.
Devilled Tongue — ¼s, 80c; ½s, $1.45. Veal—¼s, 80c; ½s, $1.45.
Devilled Meats (Assorted) — ¼s, 85c; ½s, $1.50.

In Glass Goods

Fluid Beef Cordial—20 oz. bottles, ...; 10 oz., ...
Ox Tongue — 1½s, $20.00; 2s, $24.95.
Lunch Tongue (in glass)—1s, $11.95
Sliced Smoked Beef (in glass)—¼s, $1.80; ½s, $2.80; 1s, $3.90.
Mincemeat (in glass)—1s, $3.25.
Potted Chicken (in glass) — ¼s, $2.90.
Ham (in glass)—¼s, $2.90.
Tongue (in glass)—¼s, $2.90.
Venison (in glass)—¼s, $2.90.
Meats, Assorted (in glass)—$2.90.
Chicken Breast (in glass) — ½s, ...
Tomato Ketchup — 8s, $2.20; 12s, $2.75; 16s, $3.40.
Chili Sauce—10 oz., $3.25.
Peanut Butter — ¼s, $1.45; ½s, $1.95; 1s, $2.45; in pails, 5s, 31c; 12s, 29c; 24s, 28c; 50s, 28c.

B.C. HOPS

Dominion Brand, quarters, per short weight pound	0.30
Dominion Brand, halves, per short weight pound	0.29
Maple Leaf Brand, ¼ lb. packages, per full weight pound.	0 40
Maple Leaf Brand, ½ lb. packages, per full weight pound.	0.39

COLMAN'S OR KEEN'S MUSTARD

	Per doz. tins
D.S.F., ¼-lb.	$2 80
D.S.F., ½-lb.	5 30
D.S.F., 1-lb.	10 40
F.D., ¼-lb.	....

	Per jar
Durham, 1-lb. jar, each	$0 60
Durham, 4-lb. jar, each	2 25

CANADIAN MILK PRODUCTS, LIMITED, Toronto and Montreal

KLIM

Hotel	$20 00
Household size	9 00
Small size	5 75

F.o.b. Ontario jobbing points, east of and including Fort William Freight allowance not to exceed 50c per 100 lbs., to other points, or 5-case lots or more.

THE CANADA STARCH CO., LTD.
Manufacturers of the Edwardsburg Brands Starches

Laundry Starches— Boxes	Cents
40 lbs., Canada Laundry	0.10
40 lbs., 1-lb. pkg., Canada White or Acme Gloss	0.10½
48 lbs., No. 1 White or Blue Starch, 3-lb. cartons	0.11
100-lb. kegs, No. 1 white	0.10½
200-lb. bbls., No. 1 white	0.10½
30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs.	0.12
48 lbs., Silver Gloss, in 6-lb. tin canisters	0.13½
36 lbs. Silver Gloss, in 6-lb. draw lid boxes	0.13½
100 lbs., kegs, Silver Gloss, large crystals	0.11½
40 lbs., Benson's Enamel, (cold water), per case	3.25
Celluloid, 45 cartons, case	4.50

Culinary Starch

40 lbs., W. T. Benson & Co.'s Celebrated Prepared	0.11¾
40 lbs. Canada Pure or Challenge Corn	0.10¼
20-lb. Caseo Refined Potato Flour, 1-lb. pkgs.	0.16½
(20-lb. boxes, ¼c higher, except potato flour)	

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz.	1 50
Knox Plain Sparkling Gelatine (makes 4 pints), per doz.	$2 00
Knox Acidulated Gelatine (Lemon Flavor), makes 4 pints, per doz.	2 10

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP

Perfect Seal Jars, 3 lbs., - doz. in case	$4.30
2-lb. tins, 2 doz. in case	5.45
5-lb. tins, 1 doz. in case	6.05
10-lb. tins, 1 doz. in case	5 75
20-lb. tins, ¼ doz. in case	5 70

(Prices in Maritime Provinces 10c per case higher.)

Barrels, about 700 lbs.	$0 08¼
Half bbls., about 350 lbs.	0 08½
¼ bbls., about 175 lbs.	0 08¾
2-gal. wooden pails, 25 lbs.	2 60
3-gal. wooden pails, 38½ lbs.	3 85
5-gal. wooden pails, 65 lbs.	6 25

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	$5 95
5-lb. tins, 1 doz. in case	6 55
10-lb. tins, ½ doz. in case	6 05
20-lb. tins, ¼ doz. in case	6 25

(5, 10, and 20-lb. tins have wire handles.)

MOZOLA COOKING OIL

	Per case
No. 1, 24 tins	12 00
No. 2, 12 tins	11 50
No. 8, 6 tins, 7½ lbs. each	20 25
No. 5, 2 tins, 37½ lb. each	30 00

INFANTS' FOOD
MAGOR, SON & CO., LTD.

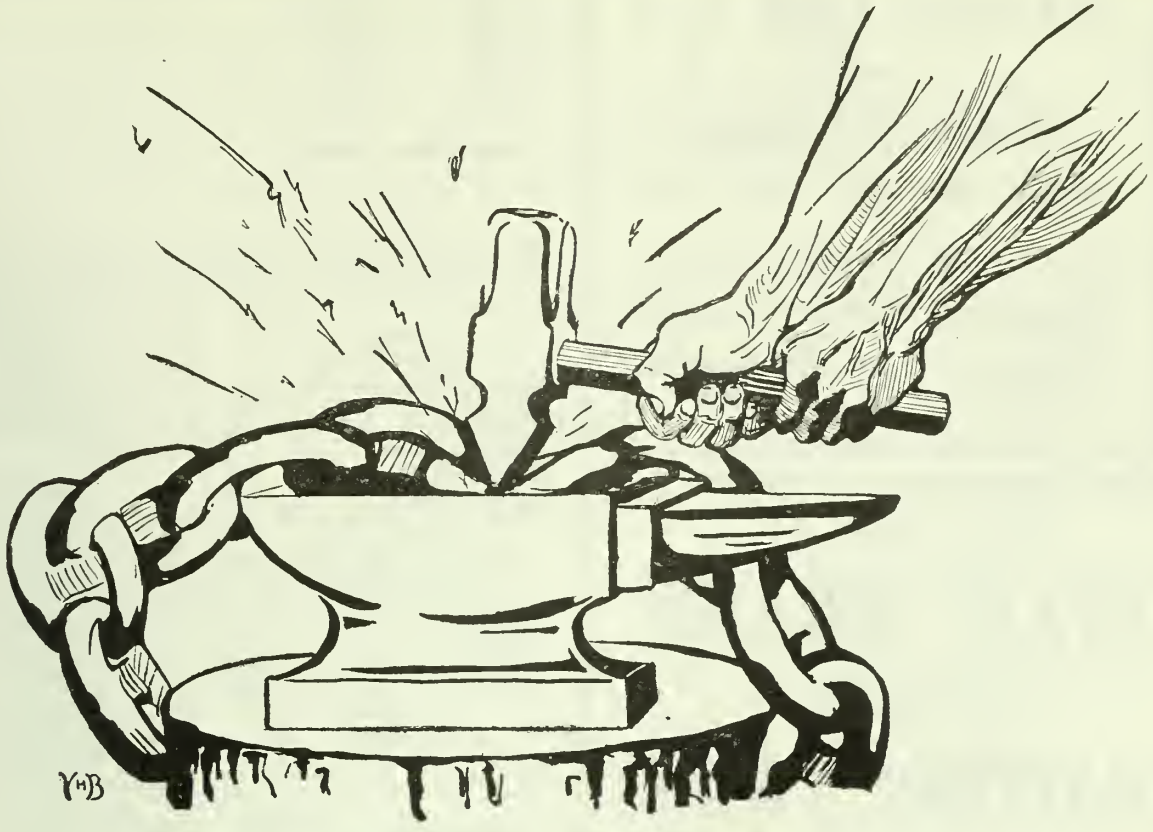
	Doz.
Robinson's Patent Barley— 1 lb.	$4 00
½ lb.	2 00
Robinson's Patent Groats— 1 lb.	4 00
½ lb.	2 00

NUGGET POLISHES

	Doz.
Polish, Black, Tan, Toney Red and Dark Brown	$1 15
Card Outfits, Black and Tan	4 15
Metal Outfits, Black and Tan	4 85
Creams, Black and Tan	1 25
White Cleaner	1 25

IMPERIAL TOBACCO CO. OF CANADA, LIMITED
EMPIRE BRANCH

Black Watch, 10s, lb.	$1 20
Bobs, 12s	1 00
Currency, 12s	1 00
Stag Bar, 9s, boxes, 6 lbs.	1 08
Pay Roll, thick bars	1 25
Pay Roll, plugs, 10s, 6-lb. ¼ caddies	1 25
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs	1 05
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes	1 12
Forest and Stream, tins, 9s, 2-lb. cartons	1 14



Break the Chain!

Yes, Mr. Dealer—break the chain which binds you to sell **some** foods in packages!

Of course—some products should unquestionably be packaged—but **some not!**

Think how many items there now are whose packaging costs the housewife—and consequently **you**—a real loss.

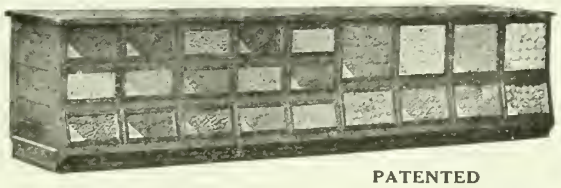
Cut loose from those items! Break the chains of custom and habit! Think of coffee in bulk and coffee in packages! Then ask yourself **"Why do I shove out the package?"**

Ask yourself constantly: "Why is **this** item packaged?" And so on—through the list.

Look over your stock. See the numerous bulk items you keep which give your trade 25%, 50% and 100% more weight for the same money! Get your customers to take those bulk goods and save money!

And remember—when you save a customer money, it adds to your profits. What helps your customers—always comes back and helps you!

And then, if you keep your bulk goods in the 31 drawered, handy, and economical **Sherer Food Container,** you give the housewife pure and clean food, and at the same time you make such savings out of the values of the **Sherer Counter** that it soon pays for itself.



PATENTED

SEND FOR CATALOGUE 57

SHERER-GILLETT COMPANY

Patentees and Manufacturers of the

Sherer Sanitary Grocery Display Counter

1707 South Clark Street - - Chicago

CATCH THE FLY

By using our

National Fly Catcher

Clean Sanitary Easy to use

Made in Canada by the

National Fly Catcher Co., Ltd.

Order from your Wholesaler

1598 Delorimier Ave. Montreal

Ask Your Jobber for

"STAR" BRAND COTTON WRAPPING TWINE

"Manufactured in Canada"

Canada Beaver Brand Brooms

Every broom bearing this brand is a seller because

Expert workmanship and first quality materials are used in every part of their manufacture.

They give a service that is positve proof of the high standard quality embodied in them—a service that satisfies.

Canada Beaver Brand Brooms, Whisks, Brushes and Toy Brooms should be displayed in your store. Try them.

The
Canada Broom & Brush Co., Limited
RIDGETOWN, ONT.

Sales Manager
A. B. Campbell, 42 Geoffrey St., Toronto

Forest and Stream, ¼s, ½s, and 1-lb. tins	1 50
Forest and Stream, 1-lb. glass humidors	1 75
Master Workman, bars, 7s, 3½ lbs.	1 20
Derby, 9s, 4-lb. boxes	1 08
Old Virginia, 12s	1 50
Old Kentucky (bars), 8s, boxes, 5 lbs.	1 25

WM. H. DUNN, LTD., Montreal

BABBITTS

Soap Powder, case 100 pkgs..	$5 65
Cleanser, case 50 pkgs.	3 10
Cleanser (Kosher), cs. 50 pkgs.	3 10
Pure Lye, case of 4 doz.	5 95

JELL-O

Made in Canada

Assorted case, contains 4 doz.	$5 40
Lemons, 2 doz.	2 70
Orange, 2 doz.	2 70
Raspberry, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Chocolate, 2 doz.	2 70
Cherry, 2 doz.	2 70
Vanilla, 2 doz.	2 70
Weight, 8 lbs. to case. Freight rate second class	

JELL-O ICE CREAM POWDERS

Made in Canada

Assorted case, contains 2 doz.	$2 70
Chocolate, 2 doz.	2 70
Vanilla, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Unflavored, 2 doz.	2 70
Weight, 11 lbs. to case. Freight rate second class	

BLUE

Keen's Oxford, per lb.	$0 24
In cases 12-12 lb. boxes to case	0 25

COCOA AND CHOCOLATE

THE COWAN CO., LTD.
Stirling Road, Toronto, Ont.

Cocoa

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.	$5 25
Perfection, ½-lb. tins, doz.	2 75
Perfection, ¼-lb. tins, doz.	1 45
Perfection, 10s size, doz.	1 10
Perfection, 5-lb. tins, per lb.	0 42
Supreme Breakfast Cocoa, ½-lb. jars, 1 and 2 doz. in box, doz.	3 00
Soluble Cocoa Mixture (Sweetened) 5 and 10-lb. tins, per lb.	0 28

(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. boxes, per lb.	0 36
Supreme Chocolate, 10c size, 2 doz. in box, per box	1 80
Perfection Chocolate, 10c size, 2 doz. in box, per box	1 80

SWEET CHOCOLATE—	Per lb.
Eagle Chocolate, ¼s, 6-lb. boxes	0 32
Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case	0 31
Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs., in case	0 32
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 32
Diamond Crown Chocolate, 28 cakes in box	1 10

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	$0 44
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb.	0 44
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.	0 44
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.	0 44
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb.	0 44
Milk Croquettes, 5-lb. boxes, 30 boxes in case, per lb.	0 44
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 44
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb.	0 40
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb.	0 40
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 40
No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb.	0 40
No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb.	0 37
No. 1 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 40
No. 2 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 37
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60

NUT MILK CHOCOLATE, ETC.

Nut Milk Chocolate, ½s, 4-lb. box, 35 boxes in case, per lb.	0 45
Nut Milk Chocolate, ¼s, 4-lb. box, 35 boxes in case, per lb.	0 45
Nut Milk Chocolate, lbs. 6-lb. box, 5 div. to cake, per lb.	0 40
Nut Milk Chocolate, 5-cent squares, 20 squares to cake, packed 3 cakes to box, box	$2 35
Fruit and Nut Milk Chocolate, 2-lb. cakes, each 20 div., 3 cakes to box, 35 boxes to case, per box	2 35

MISCELLANEOUS

Maple Buds, fancy, nearly 1 lb., ½ doz. in box, per doz.	$5 50
Maple Buds, fancy, ½ lb., 1 doz. in box, per doz.	2 75
Assorted Chocolate, 1 lb., ½ doz. in box, per doz.	5 50
Assorted Chocolate, ½ lb., 1 doz. in box, per doz.	2 75
Chocolate Ginger, ½ lb., 1 doz. in box, per doz.	2 75
Crystallized Ginger, ½ lb., 1 doz. in box, per doz.	2 75
Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per lb.	0 45
Triumph Chocolate, ¼'s, 4-lb. boxes, 35 boxes in case, per box	0 45
Triumph Chocolate, ½-lb. cakes, 4 lb., 35 boxes in case, per lb.	0 45
Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross	1 15
120—1c. Milk Chocolate Sticks, 60 boxes in case..	0 80

5c LINES

	Toronto Prices Per box
Filbert Nut Bars, 24 in box, 60 boxes in case	$0 95
Almond Nut Bars, 24 in box, 50 boxes in case	0 95
Puffed Rice Bars, 24 in box, 50 boxes in case	0 95
Ginger Bars, 24 in box, 50 boxes in case	0 95
Fruit Bars, 24 in box, 50 boxes in case	0 95
Active Service Bars, 24 in box, 50 boxes in case	0 95
Victory Bar, 24 in box, 60 boxes in case	0 95
Queen's Dessert Bar, 24 in box, 50 boxes in case	0 95
Regal Milk Chocolate Bar, 24 in box, 50 boxes in case	0 95
Royal Milk Cakes, 24 in box, 50 boxes in case	0 95
Cream Bars, 24 in box, 50 boxes in case, per box	1 00
Maple Buds, 6c display boxes, 6c pyramid packages, 6c glassine envelopes, 4 doz. in box	1 90

10c LINES

Maple Buds, 10c, 1 doz. in box, 50 boxes in case, per doz.	$0 95
Medallions, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Lunch Bar, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Coffee Drops, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Milk Wafers, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Chocolate Beans, 10c, 1 doz in box, 50 boxes in case, per doz.	0 95
Chocolate Emblems, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Chocolate Wafers, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Circus Wagons, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Queen's Dessert, 10c cakes, 24 in box, per box	1 80

FIGS

The Smyrna-Turkish Fig has been an unknown quantity in this market the past few years, but now that the war is over they are again permitted to come in, and we have secured a little lot which are of excellent quality. In fact this fruit, although packed in bags, is fancy grade and truly they are a superb article, being large and luscious.

Now that all other dried fruits are so very high these figs will surely be a big seller.

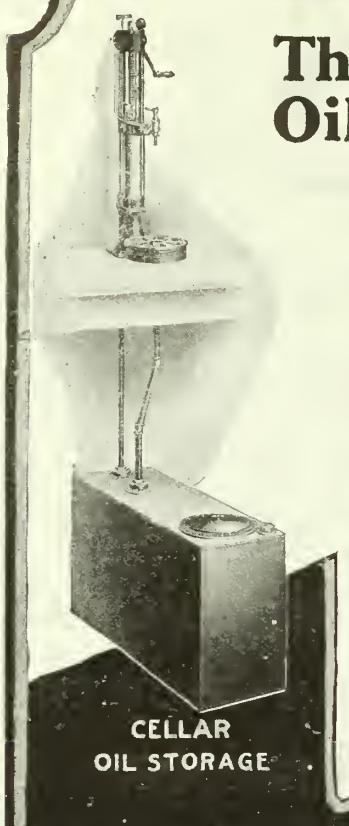
Put a stock in now—not only for immediate sale but also for your Fall and Winter trade.

Fancy Turkish Figs

Bags about 65 lbs. 18

Write us for Sample
or Send us an Order

H. P. ECKARDT & CO
WHOLESALE GROCERS
CHURCH STREET & ESPLANADE TORONTO



Think About Your Oil Room

Think of the many minutes you lose in a day, handling gasoline and oil, minutes you could save by the use of up-to-date equipment.

Has each sale made, actually paid you a profit, or have the profits gone glimmering, because of overmeasure, oil spilled or lost through leakage and evaporation and too much time spent in handling?

A

BOWSER ESTABLISHED 1885

OIL STORAGE OUTFIT

will put your oil business on a clean profitable basis. It is leak and evaporation proof, accurate, convenient, absolutely clean and attractive and a great time saver. It will sell more oil with less effort. No loss of any kind. No odor.

LET US SEND YOU LITERATURE
PROVING OUR CLAIMS

S. F. BOWSER CO., LIMITED

66-68 Fraser Ave. - - - TORONTO, ONT.

Sales Offices in All Centres. Representatives Everywhere.

Whittemore's
CLEANALL
THE GREAT SUCCESS FOR CLEANING VELVET, SILK AND SATIN SHOES AND SLIPPERS
PINK, BLUE & WHITE, KID SHOES, SLIPPERS, GLOVES, BELTS Etc.
WILL REMOVE GREASE SPOTS INSTANTLY!
Whittemore's
SHUCLEAN
WHITE KID Dressing
CLEANS & WHITENS WHITE KID, CALF, BUCK, NUBUCK, SUEDE & DOZE
ALSO ALL KINDS OF WHITE LEATHER, GLAZED OR UNGLAZED.
Shoes & Slippers
BOTH SMOOTH & NAPPY FINISH
Whittemore's
Bostonian Cream
FOR CLEANING & RENEWING THE COLOR & POLISH OF
KID & CALF LEATHERS
GILT EDGE
WHITTEMORE'S GILT EDGE DRESSING FOR LADIES AND CHILDRENS BLACK SHOES
SOFTENS PRESERVES THE LEATHER RESTORES THE COLOR AND LUSTRE
"QUICK WHITE"
MAKES DIRTY CANVAS SHOES CLEAN & WHITE
QUICKLY AND EASILY APPLIED.
ALSO CLEANS ALL ARTICLES MADE FROM WHITE CANVAS

Quality **Whittemore's Shoe Polishes** *Variety*

The Shine That Lasts

Bostonian Cream. The ideal cleaner for kid and calf. Brown, gray, white, in fact, any other color or shade desired.
Gilt Edge Black Self-shining Dressing. The old reliable dressing for ladies' and children's shoes.
Shuclean. For white kid, calf, buck and Nubuck leather. Will not harden the finest and lightest weight of leather.
Cleanall. The great success for cleaning velvet, silk and satin shoes and slippers, also fabrics.
Quick White. Makes dirty white canvas shoes clean and white. A well-known dressing.
Albo white cake canvas and buck dressing in metal box. 2 sizes.
Nobby Brown Paste Polish for brown shoes. **Peerless Oxblood** Paste Polish for red leather shoes.
Ask your jobber's salesman for complete catalogue with prices, or write us at Boston, Mass. U.S.A.

Custard that Compels Custom

It is the fresh, delicate, creamy "home-made" flavour of Freemans Devonshire Custard that has made it so popular in the British Isles.

Oversea Troops from the Dominion who have returned home are bringing with them many links with the Old Country, one of which is a desire to taste again its delicate and unrivalled purity.

It will pay you well to display

FREEMANS DEVONSHIRE CUSTARD

in your store—it is such a ready seller and a very profitable line to stock, also it will enable you to push your canned and bottled fruits to great advantage.

Freeman's Devonshire Custard owes its unrivalled purity and flavour to the ideal conditions of cleanliness under which it is manufactured.

Write for trade terms and particulars to the
WATFORD MFG., Co., Ltd.
Delectaland Watford,
England

Freemans FOOD PRODUCTS Watford

California Bartletts

Season now at its height.

Cars arriving daily.

Prices Moderate.

A full line of Foreign and Domestic Fruits always on hand.

Orders solicited.

White & Co., Limited

Wholesalers of Fancy Fruits

Toronto

Brooms

We are pleased to advise the trade that we can now supply our

Standard Brooms

Prompt Shipment

and will be glad to book your order.

Prices ***right.*** ***Quality*** as usual.

Walter Woods & Co.

Hamilton and Winnipeg

FRESH ARRIVALS EACH DAY

of all varieties of

Domestic Fruits and Vegetables
California Bartlett Pears
Finest Elberta Peaches
(Bushels)

NEW POTATOES AND ONIONS
100lb. Saces

ORANGES LEMONS BANANAS

The House of Quality

HUGH WALKER & SON

Established 1861

GUELPH ∴ ∴ ONTARIO

RID-OF-RATS

If we want to feed starving Europe it behooves us to kill off Rats and Mice that destroy foodstuff to the value of about $500,000,000.00 per annum. Use Rid-of-Rats. It is non-poisonous and can be used everywhere. No stench-creating dead bodies. Rodents leave premises before dying. Only patented Non-Poisonous Exterminator in the World. Made only by the Patentees.

Price—15 cents per box, $1.80 per doz., $1.00 per lb. in bulk

BERG & BEARD MFG. CO Inc.
100 Emerson Place Brooklyn N. Y

Oranges
California Lemons
and Early Vegetables

We Invite Correspondence

LEMON BROS.
Owen Sound, Ont.

OAKEY'S
"WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.
Manufacturers of Emery Cloth, Black Lead, Glass Paper, &c.

LONDON, S.E., ENGLAND

AGENT:

Geo. B. Jenkinson, 78 Wellington Street North, Hamilton, Ontario.

Dole Bros. Hops & Malt Co.
BOSTON, MASS., U.S.A.

"SUPERIOR" BRAND HOPS
FOR FAMILY TRADE

They are carefully selected and packed for the Canadian trade, in cases of 10, 15 or 30 lbs. each, containing ¼, ½ or 1-lb. packets.

R. E. BOYD & COMPANY
Agents for the Province of Quebec
15 STE. THERESE ST. - - MONTREAL

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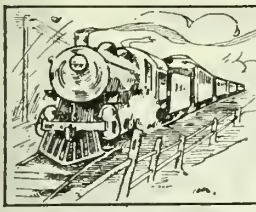

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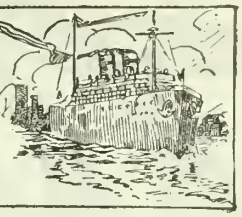
Latest Editorial Market News



STONEWARE

Buy Now—Butter Crocks, Jugs, Churns, Flower Pots, etc. Ask for latest catalogue.

The Toronto Pottery Co.
Limited
Dominion Bank Bldg.
TORONTO

We are now located in our new and more spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agent:
W. Y. COLCLOUGH, 53 Silver Birch Ave., Toronto
Beach 2170
J. E. TURTON, Board of Trade Building, Montreal

The LV PICKLE
Manufactured by
GILLARD & CO., LIMITED
London, England
An English Delicacy of High Repute
Magor, Son & Co., Ltd., 403 St. Paul St., (Place Royale), Montreal.

Order from your jobber to-day.
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ontario

BEANS
Handpicked or Screened in car lots
Ask for quotations
Geo. T. Mickle, Ridgetown, Ont.

REASONS FOR CHEESE PRICE

Following the recent collapse of the cheese market a representative of the British Ministry of Food (Mr. F. Warren) and the Chairman of the Butter and Cheese Import Committee (Sir Thomas Clement) associated with the Ministry of Food, London, England, were in Canada last week for the purpose of arranging for the purchase of 20,000 tons of Canadian cheese.

Taking advantage of his presence in Ottawa to-day Mr. Warren was asked for a statement as to the reasons for the purchase and why they are unable to pay more than 25 cents per pound. His answer was as follows:

"The maximum retail price of cheese in Great Britain, including the home production, has been fixed by the Ministry of Food at (36c) per pound and there are sufficient reasons why the maximum cannot be raised.

"The cost of handling the cheese from the time it is delivered by the Canadian producer at Montreal until it reaches the consumer in Great Britain at the present time amounts to 10.95 cents per pound.

"In addition to these charges the British committee will have to bear the loss on account of the low rate of exchange, which at the present time is equivalent to about 2 cents per pound.

"The British committee will lose on the Canadian cheese purchased at 25 cents and this loss will have to be met from the profits on purchases in other countries, or become a charge on the British Treasury.

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¼-INCH CUSHION FILLERS
CORRUGATED FLATS.
The TRENT MFG. CO., Ltd.
TRENTON - - ONTARIO

Now is the time to see us regarding Salted Lake Herring in pails, tubs or half-barrels. Write us at once. Herring any quantity our specialty.

BOWMAN FISH CO.
66 Jarvis Street.
Toronto

COUNTRY MERCHANTS

Ship your Eggs, Butter and Poultry to us.
Top market prices. Cash payment.
Write or phone.

C. A. MANN & CO.
LONDON, ONT.
Phone 1577

GASOLINE MANTLES
FOR THE FINEST ... BUY AN R.M.
ASK FOR SAMPLES & PRICES
R M BAG
JUNIOR R-M-BAG
RECOGNIZED AS THE STANDARD MAKE
FOR LIGHTING SYSTEMS
FOR HANGING LAMPS AND LANTERNS.
R.M. Moore & Co. Ltd. VANCOUVER B.C.
PACIFIC COAST MANTLE FACTORY

DIRECT RICE IMPORTER

Thoroughly posted on Primary markets.

STEPHEN LOWRIE
25 Powell St., VANCOUVER, B.C.,

The SARNIA PAPER BOX CO., Ltd.
SARNIA, ONT.
Manufacturers of:
Ice Cream Cartons, Parafined.
Butter Cartons, Parafined.
Egg Cartons; Special Egg Fillers.
Folding Candy Boxes; also handy Parafine boxes for bulk Pickles, Mince Meat, etc.

SALT
All Grades.—Carloads.
THE DOMINION SALT CO., LTD
Manufacturers and Shippers
SARNIA :: :: :: ONTARIO

These one-inch spaces only $1.60 per insertion if used each issue in the year.

Wanted

Classified Advertising

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where copies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

POSITIONS WANTED

A YOUNG MAN WITH THOROUGH KNOWLedge of grocery business desires a position; used to buying from wholesalers and capable of managing. Box 702, Canadian Grocer, 143 University Avenue, Toronto, Ont.

POSITION WANTED BY YOUNG MARRIED man with good knowledge of grocery business and can handle books, and also able to do shorthand and typewriting. First-class references. Would prefer Toronto or that vicinity. Box 710, Canadian Grocer, 143 University Ave., Toronto, Ont.

SITUATIONS VACANT

WANTED—A MAN WITH EXPERIENCE IN retail grocery trade. We have an opening for a man who would be capable of taking charge of grocery department. Apply to Hennessy & Racicot, Ltd., Copper Cliff, Ont.

WANTED—EXPERIENCED GROCERY SALESman, permanent position. State salary and reference. Apply to Box 245, Dunnville, Ont.

FOR SALE

The Wholesale Grocer Sundries business of F. COWARD with good C.O.D. connection.

As going concern.

Established 10 years.

Excellent reasons for selling. About $4,500.

Apply
MR. FAHEY
THE COWAN CO.

WANTED

WANTED — A FIRST-CLASS GROCERY AND provision business with flour and feed in connection preferred, but not absolutely necessary. Town must be over five thousand population. State lowest cash price, turnover and full particulars first communication, including reasons for selling. Box 708, Canadian Grocer, 143 University Ave., Toronto, Ont.

FOR SALE

1,000 ADVERTISING HEADLINES AND Show Card Suggestions in a little book of 32 pages, convenient pocket or pigeon-hole size. Adaptable to any business, goods, time, place or season. Instead of spending 15 to 45 minutes thinking up a good headline or wording for a window show card find one here in less than a minute. "Advertising Headlines and Show Card Suggestions" will be mailed on receipt of $1.00. Better order one now lest you forget. Lost time is lost money. Address, Ad Specialty, Antigonish, N.S., Box 419.

FIXTURES FOR SALE

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

WANTED
USED JUTE
SUGAR BAGS
AND COTTON LINERS

E·PULLAN
TORONTO

WANTED

First-class specialty salesman to handle one of the best known food products on the Canadian market.

Box 660, Canadian Grocer
143 University Ave.
Toronto, Ont.

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Canadian Grocer, and let it assist you in filling your needs.

TRANSLATIONS

ENGLISH INTO FRENCH — COMMERCIAL, Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault, P.O. Box 135, Station B, Montreal.

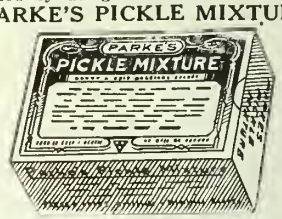
AGENCIES WANTED

TO MANUFACTURERS—OVERSEAS TRADE. T. B. Roe personally waits upon the best Grocers in Lancashire and Yorkshire districts, England. He has a first-class connection with wholesale and retail houses and has permission from the English firm he represents to sell other goods on commission. T. B. Roe, 29 West Street, Scarborough, England.

SALESMAN—LONG ESTABLISHED CONNECtion with grocery trade in Montreal, is open for one or two good lines on commission. Box 06, Canadian Grocer, 143 University Avenue, Toronto, Ont.

The next time you want a clerk, be sure to advertise in the "Wanted" Page of CANADIAN GROCER. You will receive inquiries from the livest clerks in the Canadian grocery trade, because reading CANADIAN GROCER is a test of the clerk's interest in his business.

IN MAKING PICKLES
Instead of using spices, better results are obtained by using
PARKE'S PICKLE MIXTURE



A combination of prime selected spices in proper proportions to produce firm, fine appearing and tasty pickles that will keep well.

No additional spices are required.

Retail price, 25c package.

Wholesale price, $2.25 per dozen, $27 per gross.

PARKE & PARKE, LTD.
MacNab St. and Market Sq., Hamilton, Ont.

Feature These Cold-Luncheon Treats For Summer Days

Davies' Jellied Pork Tongue

IF you are making a bid for the Summer resort and picnic trade, these are the lines to bring you good business.

Davies' Cooked and Jellied Meats are made in an assortment inviting enough to meet the requirements of every class of trade. They're good—because they're **made** good.

Feature these popular lines in your Store

PORK TONGUE	PORK AND TONGUE	PRESSED BEEF
OX TONGUE	HOCKS	VEAL
	ENGLISH BRAWN	

(Put up in Open Tins, about 6-lbs. each. Ox Tongue also in 9-lb. and 14-lb. Tins)

THE WILLIAM DAVIES COMPANY LIMITED

Montreal **TORONTO** **Hamilton**

Canada Food Board Packers' License No. 13-50

Always Up To Expectations

Brunswick Brand Sea Foods Are Meeting The Requirements of Particular People Everywhere

Brunswick Brand has set the standard in fish foods.

Fish freshly caught in the famous Passamaquoddy Bay are scientifically processed and packed a few moments after leaving their native element, thus preserving that sweet, natural flavor so much admired by the consumer.

To dealers stocking them we need not emphasize **BRUNSWICK BRAND** popularity. They know from experience that **BRUNSWICK BRAND** customers are satisfied customers, the "come back" kind that builds better business for the dealer.

Order Brunswick Brand from your wholesaler.

TRADE CB LTD MARK

THE BRUNSWICK BRAND LIST

- ¼ Oil Sardines
- ¼ Mustard Sardines
- Finnan Haddies (Oval and Round Tins)
- Kippered Herring
- Herring in Tomato Sauce
- Clams

Connors Bros., Limited

BLACK'S HARBOR, N.B.

MANUFACTURERS AGENTS' ISSUE

CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIII PUBLICATION OFFICE: TORONTO, AUGUST 15, 1919 No. 33

There's always a big demand for the old-time Pascall Candies

The old-time Pascall Candies are always popular. They have only to be shown to awaken happy memories—and the desire for them is irresistible. Pascall Candies are the Pure Candies—the kind that you can offer with the utmost confidence. If you are not showing them you are missing one of the finest selling brands on the market.

Here are some of the Pascall Varieties:—

ACID DROPS, BARLEY SUGAR, MIXED FRUIT, MINT BULL'S EYES, PRALINES.
In square jars, screw cap and air tight. Three sizes, 8 ozs., 12 ozs., 16 ozs.

BLOCK WALNUT CANDY

In oval tins (air tight). Filled with Fruit Bonbons, Toffees, Broken Almonds, Walnuts, also Chocolates.

VIEW TINS

Filled with Butter Scotch Nougats, Toffees, Almond Rock, etc.

CREME DE MENTHE

Simply delicious. Has the true liqueur flavor. (Non-alcoholic).

GOLDEN MALTEX

The Candy-Food. Contains 25% of Allen & Hanbury's Pure Extract of Malt.

You can obtain them from the following Representatives:

W. H. Escott Co., 181-3 Bannatyne Avenue, Winnipeg; The Harry Horne Co., 309-11 King Street West, Toronto; Davies, Irwin, Ltd., 84 Wellington Street, Montreal; Angevine & McLauchlin, St. John, N.B., and Truro, N.S.; P. E. Outerbridge, P.O. Box 1131, St. John's, Newfoundland; Oppenheimer Bros., Ltd., Vancouver, B.C.

Sole Manufcturers:

JAMES PASCALL, LIMITED, LONDON, ENGLAND

PURITY TRADE MARK SWEETNESS PASCALL LONDON

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation
Copy of report will be sent on request to anyone interested

A LINE IT PAYS TO PUSH

O-Cedar Polish

Merchandise must have merit or it cannot be successfully advertised. The success of O-Cedar Products has its root in a very definite superiority—the advertising we do merely tells the people of that superiority and so induces them to try it—the real sale of these products comes from the repeat orders which invariably follow a trial.

"As good as gold" is gold's best recommendation — "As Good as O-Cedar" is the selling-talk of those few who attempt to sell a substitute for our products and in saying that they admit there is but one O-Cedar Polish and but one O-Cedar Polish Mop.

Attempting to sell inferior substitutes is unprofitable, because it overlooks the most vital feature of successful merchandising — satisfied customers.

The backing we give to merchants who sell our products is such as to prove our own sincere confidence in the goods we make. We advertise them freely—we supply dealers with window trims, advertising plates and counter displays. On top of that, we allow a fair margin and we endeavor to have prices maintained.

All this makes the O-Cedar line a profitable one to handle—a line it pays to push.

These Products sell readily because of their reputation — and their reputation is based on real merit and satisfaction.

Are you giving them that attention which they deserve? Are you featuring them in a way that will secure for your store all the profit that can be made out of their sale?

CHANNELL CHEMICAL COMPANY, LIMITED
TORONTO

CANADIAN GROCER, published every Friday. Yearly subscription price $3.00. Entered as second-class matter at Post Office, Ottawa, and as second-class matter, July 5, 1912, at the Post Office at Buffalo, under the Act of March 3rd, 1879.

Borden's

What does Borden Popularity mean to you?

It means dollars and cents to progressive grocers in every town in Canada who have linked up with the Borden publicity campaigns which are constantly being carried on through the medium of Canadian newspapers and magazines.

Get your share of these profit-building sales by putting the Borden lines on display prominently, by suggesting their use, by featuring them in your windows. The good profit they afford will make it well worth your while, and Borden quality and utility will take good care of repeat orders for you.

Borden Milk Co., Limited

MONTREAL VANCOUVER

Leaders of Quality

The Original Kellogg's Win

London Company Refused Injunction

Protect Your Customers

Kellogg's
Toasted Corn Flakes
are always put up
in the

WAXTITE
Moisture Proof Package

From The Globe, Toronto, Aug. 8th

HE GLOBE, TORONTO, FRI

LONDON FIRM LOSES APPEAL

Justice Kelly Refuses Injunction Restraining W. K. Kellogg Cereal Co.

The Battle Creek Toasted Corn Flake Company, Limited, of London, Ontario, applied to the courts for an injunction to restrain the W. K. Kellogg Cereal Company of Toronto, Canada, and the Kellogg Toasted Corn Flake Company of Battle Creek, Michigan, from producing, manufacturing, selling, marketing, exhibiting or advertising packages or cartons containing or made for the purpose of containing Toasted Corn Flakes similar to one used by plaintiffs.

Justice Kelley, after hearing the application, on July 10, enlarged the time for two weeks in order to give plaintiffs an opportunity to examine Mr. J. L. Kellogg, Secretary of the defendant companies.

Justice Kelley on Thursday, Aug. 7, handed down his decision refusing the injunction.

This decision permits the W. K. Kellogg Cereal Co. of Toronto, Canada, and the Kellogg Toasted Corn Flake Co. of Battle Creek, Michigan, to continue the manufacture and sale in Canada of their famous original Kellogg's Toasted Corn Flakes in a waxtite package.

Look for This Signature

By cutting the WAXTITE Wrapper ← here the cap can be replaced and the flakes kept fresh until all are used.

Housekeepers will find the wax paper handy for many purposes.

Made in TORONTO, CANADA by
W. K. Kellogg Cereal Co.
Kellogg Toasted Corn Flake Co.
Toronto, Canada — Battle Creek, Mich.

CLARK'S
PORK AND BEANS

with Tomato, Chili or Plain Sauce.

Your customers, Mr. Grocer, always want quality, but these days they also study economy. If you give them CLARK'S PORK & BEANS they know they are getting the highest quality at

REASONABLE COST

You also are benefiting by the ready sale, the quick turnover and the satisfied customers who come back for MORE.

STOCK UP NOW
DEMAND IS BRISK

W. Clark, Limited **Montreal**

Clark's

By Appointment to H.M. King George V.

From War to Peace

The war restrictions on the shipment of Biscuits having been removed,

Huntley & Palmers Biscuits

are once again being sent to all parts of the world. They are of the same standard of

Unrivalled Quality

as in the past, and to prevent disappointment, the public should place their orders at once with their usual suppliers.

HUNTLEY & PALMERS LTD.
Biscuit Manufacturers
READING & LONDON
ENGLAND

Story for Week Dated August 15, 1919 **Being No. 47 in the Series**

An E. B. Eddy Company Invention Based on a Bell and Wedding Bells

WHEN the pulp for the board that makes packing cases for the Eddy products reaches the "Wet Machine" it is rolled out into sheets. A big roller gathers around it sheet after sheet of the gray board, binding them closely together to make the board strong and thick. At the side of the machine there is an incandescent electric light which flashes up with a red glow whenever the desired thickness of board has been reached.

This electric light tell-tale is the invention of a young member of the Eddy Company staff, the son of one of the late E. B. Eddy's own employees, and a man who has been brought up from boyhood with the Eddy plant. He invented the electric tell-tale light soon after his wedding. Why?

Because before the light was used for this, the thickness of the boards was announced by the ringing of a bell. The bell had a habit of getting out of order, and it was the duty of the young benedict to repair it and adjust it accurately whenever it went wrong, whether by day or by night.

Before he got married he used to get up and fix that bell at two a.m. and whistle over the job. But after his wedding somehow that midnight summons to mend the bell began to get on his nerves. So he invented the system of warning the watcher of the "Wet Machine" that the board was the right thickness by means of a light instead of a bell.

The light has not proved a "Light That Failed"; the Eddy Company board comes out the correct thickness every time, and the young benedict is no longer disturbed in the wee small hours. You see there's often a little romance behind an invention.

Some Other Eddy Matches You Know

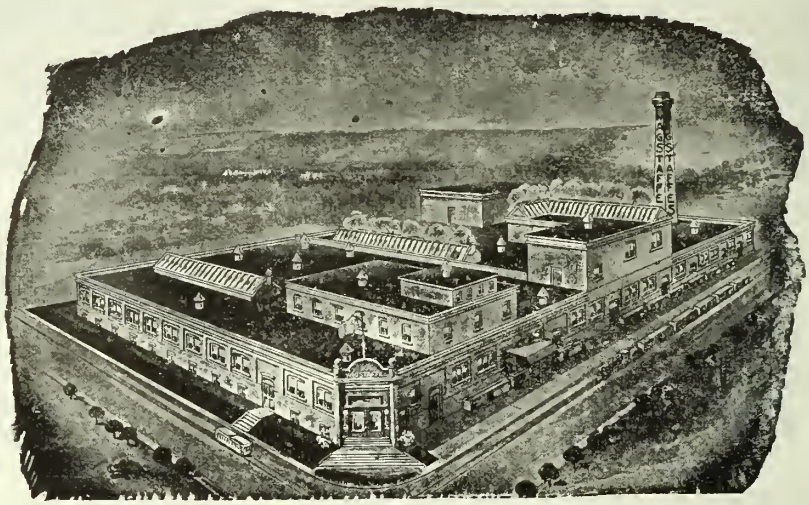
Eddy's Silent 5 Match
Eddy's Golden Tip Match
Eddy's Buffalo Match
Eddy's Home Match
Eddy's Domestic Match
Eddy's Red Bird Match
Eddy's Sesqui Match
Eddy's Safety Match
Eddy's Comet Safety Match
Eddy's Little Comet Match
Eddy's Safe-light Match
Eddy's Telegraph Match
Eddy's Safeguard Match
The Eddystone Safety Match
Eddy's Capital Safety Match
Eddy's Gas Lighter Match
Eddy's Silent 200 Match
Eddy's Eagle Parlor Match
Eddy's Royal George Match
Eddy's Tiger Match
Eddy's Silent Pony Match
Eddy's Everready Match
Eddy's Flaming Wax Vestas
Eddy's No. 1 Wax Vestas
Eddy's No. 2 Wax Vestas
Eddy's No. 5 Wax Vestas
Eddy's No. 9 Wax Vestas
Eddy's No. 13 Silent Wax Vestas

WAGSTAFFE'S

New Season's 1919

Lemon
Orange
and
Citron

Caps or Cut Ready for Use.



THE MOST UP-TO-DATE CANDIED PEEL AND CRYSTALLIZED FRUIT FACTORY IN CANADA

WAGSTAFFE'S

Crystallized Ginger, Cherries and Assorted Fruits.

Plum Puddings and Mincemeat.

NOW READY FOR DELIVERY.

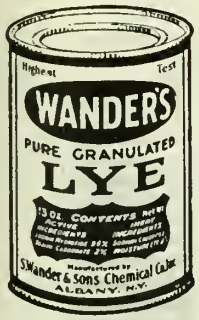
Order From Your Wholesale Grocer.

WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON CANADA

HANDY SNAP TOP



A LYE that's TRUE

Sanitary WANDER'S Products

SUMMER IS THE TIME

WANDER'S CHLORINATED LIME & WANDER'S HIGHEST TEST LYE

SELL FASTEST

THEIR DAILY USE KEEPS THE HOME SANITARY

S. WANDER & SONS CHEMICAL CO., Inc.

Manufacturers and Exporters

Main Office and Factory : ALBANY, N.Y.

Represented by MacDONALD, ADAMS COMPANY, Winnipeg
And C. H. DOUGALL, LTD., Montreal

HANDY SNAP TOP

Kills Germs. Bleaches

A NATIONAL SUCCESS

RED ARROW
BRAND
BISCUITS

YOUR JOBBER CAN SUPPLY YOU

The National Biscuit & Confection Co., Ltd.

REPEATS

She'll come again for "Wedding Breakfast" Coffee

Wedding Breakfast Coffee has every good quality likely to commend it to critical people. It is worth your while to get your customers acquainted with "WEDDING BREAKFAST" Coffee because it is a sure repeater.

We also make **Arrow Brand Extracts, Spices, Baking Powder, etc.**

Pioneer Coffee and Spice Mills Company

VICTORIA AND VANCOUVER

ESTABLISHED 1875

R. A. McCALLUM & SONS

68 and 70 Tooley Street, London, S.E. 1.

Sample Warehouse: 26a TOOLEY STREET

Provision Importers and Commission Agents

Open for Sole Agencies in United Kingdom

How would you like to have your house represented in Canada in company with the following?

Sutcliffe & Bingham, Ltd., Manchester, Eng.
Jeyes Disinfectants, London, Eng.
Tobler & Co., Berne, Switzerland
Norcanners, Stavenger, Norway
Maggi Soups, Kempthall, Switzerland

Just note the character of these houses---the right sort of company to identify your product with.

We have every qualification for selling your product to the Canadian Trade from Coast to Coast. Write us to-day for full particulars.

Maclure & Langley

Limited

TORONTO

MONTREAL WINNIPEG

We stake our reputation on the quality of the Merchandise marketed by us under this brand

Among our importations are

Isinglass	Nux Vomica	Citric Acid	Porcelain	Lead Pencils	Nutmegs
Camphor	Sulphur	Egg Albumen	China Ware	Gramophone Needles	Cocoanuts
Alum	French Castile Soap	Vacuum Bottles	Rattans	Pepper	Salmon
Quinine	Cream Tartar	Tooth Brushes	Mattings	Ginger	Herrings
Essential Oils	Tartaric Acid	Hair Brushes	Electrical Goods	Cloves	Salt

Write or Wire for Prices. It means money for you.

R. G. BEDLINGTON & CO., LTD., VANCOUVER

GROCERY BROKERS

IMPORT ESTABLISHED 1905 EXPORT

PERRY'S PROMPT POOL CAR SERVICE

CONSIGN Your Distribution Cars to us for attention—We are Pool Car Representatives for every Wholesaler in Western Canada.

We have unlimited facilities for the handling of any amount of business promptly, and can either put your goods in storage, make distribution in Winnipeg or reship to points further West.

We give service and our rates are reasonable—Give us a trial and your business will receive the attention it deserves.

Our well established Commission Department is at your service. If you are looking for reliable representation in the West—GET IN TOUCH WITH US.

The H. L. Perry Co., Limited

214-216 Princess Street

WINNIPEG -- MANITOBA

HOPS

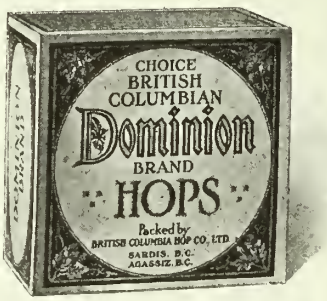
In Quarter and Half Pound
Full and Short Weight Packages

BUY DIRECT FROM THE PRODUCER

BRITISH COLUMBIA HOP CO., LTD.

Ranches located at
Sardis, Agassiz,
B. C.

Head Sales Office:
235 Pine Street
San Francisco,
California.



Largest Hop Growers in Canada

Write for Prices—Samples

Agents: for Western Canada, Donald H. Bain Co., Winnipeg, Man.
Ontario: Raymond & Raymond, London, Ontario.
Quebec: Arthur P. Tippett & Co., Montreal, Quebec.

DESICCATED COCOANUT

We import direct from our own mills at Colombo, Ceylon, and stand behind the quality of our goods. The prices we quote are rock-bottom. Let us quote you on your next requirements.

Our agents are:

Tees & Persse, Ltd., Winnipeg, Fort William, Regina, Saskatoon, Moose Jaw; Tees & Persse of Alberta, Ltd., Calgary, Edmonton. Newton A. Hill, Toronto, Ont.; E. T. Sturdee, St. John, N.B.; R. F. Cream & Co., Ltd., Quebec, Que.; J. W. Gorham & Co., Halifax, N.S.; C. T. Nelson, Victoria, B.C.

Dodwell & Co., Ltd.

Importers & Exporters

VANCOUVER

SNOWCAP PILCHARDS

Delectable
and
Dainty
Hand
Packed
BY

The Nootka Packing Co., Ltd.

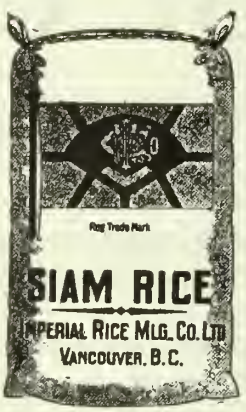
Packed in 1 lb. Tails
and 1-2 lb. Flats
Sold by your jobber

EXCLUSIVE DISTRIBUTORS

Dodwell & Co., Limited
VANCOUVER, B.C.

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.



We are offering the best value in Rice on the Canadian market to-day.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcement appear on this page.

Squirrel Brand PEANUT BUTTER

BRITISH COLUMBIA

C. T. NELSON
GROCERY BROKER
165 Hibben-Bone Bldg., Victoria, B.C.
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Live men calling on retail trade.
VICTORIA VANCOUVER

KELLEY-CLARKE CO.
VANCOUVER, B.C.
GROCERY AND SALMON BROKERS
MANUFACTURERS' AGENTS
Offices also at Seattle, Tacoma and Spokane, Wash.; Portland, Ore.; San Francisco, Los Angeles, Cal.; Boise, Idaho; New York City.

B.C. Market?
We can place one or two good Specialty lines.
Our firm has back of it a 15 years' success reputation.
We have a staff of aggressive salesmen and first-class storage and warehousing facilities.
Write us if you want real representation.
Little Bros. Ltd.
VANCOUVER

M. DESBRISAY & CO.
Salmon Canners and Manufacturers' Agents
VANCOUVER, B.C.
Our organization is equipped to handle any manufacturers' line.
Our salesmen get results.

PETER LUND & COMPANY
MANUFACTURERS AGENTS
Can sell, and if required, finance one or two additional staple lines for
British Columbia Territory
Interested manufacturers please communicate
505 Metropolitan Bldg. Vancouver, B.C.
Referenee: Merchants Bank of Canada, Vancouver, B.C.

FOR REPRESENTATION
in B. C.
VENABLES & MERRYFIELD
525 Standard Bank Bldg. Vancouver, B.C.
Agents for QUAKER OATS CO.
We cover the RETAIL TRADE

North West Trading Co., Ltd.
Importers of Australian and Oriental Produce
SALMON BROKERS
DOMINION BLDG. VANCOUVER

EXCELLENT FACILITIES FOR SELLING AND DISTRIBUTING
FREE and BONDED WAREHOUSE
CAMPBELL BROKERAGE CO.
860 CAMBIE ST. - - VANCOUVER

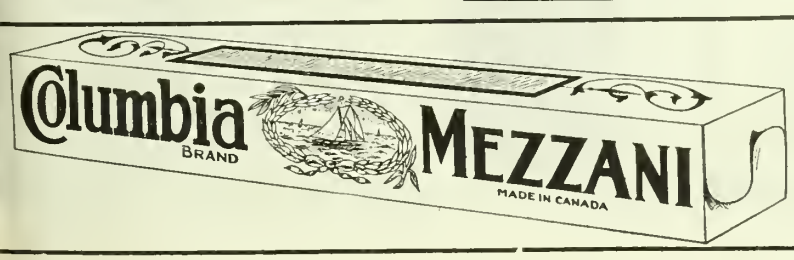
EL ROI-TAN PERFECT CIGAR

ALBERTA

PACIFIC CARTAGE CO.
C.P.R. Carters
Office: C.P.R. Freight Sheds CALGARY
Distribution of Cars a Specialty
Storage and Forwarding Prompt Service

B. M. Henderson Brokerage, Ltd.
106-7 Adams Building, Edmonton, Alta.
(Brokers Exclusively)
Dried Fruits, Nuts, Beans, Jams, Cereals, Fresh Fruits and Vegetables.

Calgary Storage & Cartage Co., Ltd.
CALGARY, ALTA.
We can give you efficient service in
Storage -- Distribution -- Cartage
in this district.



MACARONI
The pure food that builds Muscle and Bone at small expense.
The Meat of The Wheat
Manufactured by the
Columbia Macaroni Co., Limited
LETHBRIDGE, ALTA.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN PROVINCES

Wholesale Grocery Brokers
Commission Merchants
410 Chamber of Commerce, Winnipeg
Personal attention given to all business entrusted to us.
Correspondence Solicited. Established here 1900.
GEORGE ADAM & CO.

A. M. Maclure & Co.
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

ALEX. BAIRD LTD.
Manufacturers' Agents
300 Montreal Trust Bldg.
WINNIPEG, MAN.
Correspondence Solicited

C. H. GRANT CO.
Wholesale Commission Brokers and Manufacturers' Agents
810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

W. L. Mackenzie & Co., Ltd.
Head Office: Winnipeg
Branches at
Regina, Saskatoon, Calgary, Edmonton

Macdonald, Adams Company
Brokers and Manufacturers' Agents
Open to negotiate for new lines of Grocery Specialties in Western Canada
502 Avenue Building, Winnipeg

Watson & Truesdale, Winnipeg

Have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRI-
BUTION

F. D. Cockburn Co., 149 Notre Dame Ave. E., Winnipeg

We represent some of the best manufacturers and will give your line the same attention. Pugsley Dingman & Co., Ltd. John Taylor & Co. and John Bull Mfg. Co.

A BRANCH HOUSE WITHOUT THE COST OF MANAGEMENT

The Regina Cold Storage & Forwarding Co. Ltd.

Regina - Saskatchewan

COLD STORAGE WAREHOUSING CAR DISTRIBUTION

WE COVER ALBERTA

D. J. MacLeod & Co.

Grocery Brokers and Manufacturers' Agents

CALGARY and EDMONTON

Regular detail work to the retail trade.

OAKEY'S
"WELLINGTON"
KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.
Manufacturers of Emery Cloth, Black Lead, Glass Paper, &c.
LONDON, S.E., ENGLAND
AGENT:
Geo. B. Jenkinson, 78 Wellington Street North, Hamilton, Ontario.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

T. M. SIBBALD & SON
GROCERY BROKERS
Agent for KELLOGG'S Toasted Cornflakes
Another Agency Solicited
311 KING ST. E. - TORONTO
Storage and Bonded Warehouses

MACLURE & LANGLEY
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

LOGGIE, SONS & CO.
Merchandise Brokers and Manufacturers' Agents
Grocery, Drug and Confectionery Specialties
Foy Building, - 32 Front Street
TORONTO - ONTARIO

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

Looking Ahead!

WHEN planning for increased trade in the future, don't forget the little things that count.

Often enough it's the QUALITY in a *5 Cent* purchase that leads to a *5 Dollar* sale.

You may be sure that's one reason why the *growing* Grocery Stores sell

OCEAN BLUE

In Squares and Bags

Order from your Wholesaler

HARGREAVES (CANADA) Limited
The Gray Building, 24 & 26 Wellington St. W., Toronto.

Western Agents: For Manitoba, Saskatchewan and Alberta: W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon: Creedon & Avery, Rooms 5 and 6, Jones Block, 407 Hastings Street West, Vancouver, B.C.

EVERY DOG OWNER

throughout the World

Knows

SPRATT'S

DOG CAKES

and

PUPPY BISCUITS

Will you cater for those in your town?

Ask your jobber for them or write for samples and prices to

SPRATT'S PATENT LIMITED
Congress Street, NEWARK, New Jersey, U.S.A.
or
24-25 Fenchurch Street, London, England

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO
Canadian Food Control License Nos. 6-236/7/8

THE S. G. BENDON UTILITY CO.
Brokers and Commission Agents
30 St. Francis Xavier St., Montreal
Our Motto: Always at Your Service

JOHN E TURTON
Wholesale Grocery Broker
BOARD OF TRADE BUILDING
MONTREAL

Paul F. Gauvreau
Wholesale Broker
FLOUR, FEEDS AND CEREALS
84, St. Peter Street, Quebec
Am buyer of Peas, Beans, mixed Grain of all kinds. Mail samples and prices. Need big quantities to fill contracts.

For Representation in Montreal
J. C. Thompson Company
209 St. Nicholas Bldg.
We cover the retail trade

J. L. FREEMAN & CO.
Wholesale Grocery Brokers
ROOM 122 BOARD OF TRADE BUILDING - Montreal

MARITIME PROVINCES

GAETZ & CO.
MANUFACTURERS' AGENTS AND GROCERY BROKERS
47-49 Upper Water St., Halifax, N.S.

Established 1889
HOWE, McINTYRE Company
Grocery Brokers, Importers and Manufacturers' Agents.
91-93, Yonville Square,
MONTREAL ∴ CANADA

WHEN ANSWERING ADVERTISEMENTS KINDLY MENTION NAME OF THIS PAPER

GENEST & GENEST, LIMITED

Don't forget to ask us for **prices** when in the market for **Grain** of all kinds.

Bran, Shorts, Feed, Flour, Winter Wheat Flour, Government Standard Flour

We also represent Evans Milling Co., Indianapolis. Corn products such as Corn Flour, Hominy, etc.

We sell **Fowler's Electropure Cyders, Fowler's Wantmore Peanut Butter.**
Send us your orders.

Genest & Genest, Limited, Montreal

BOARD OF TRADE BUILDING

DO YOU NEED ANYTHING?

If so, turn to page 74 and look it over

The opportunity you are looking for may not be there. Then create your opportunity by advertising. It is easily done. Write a concise description of what you need. Count the words. The rate is small, 2 cents per word for first insertion and one cent for each subsequent insertion. If you want your replies directed in our care the charge for Box is 5 cents per insertion extra.

CANADIAN GROCER, 143 University Ave., Toronto, Ont.

Mason & Hickey

MANUFACTURERS' AGENTS

Head office at Winnipeg, Man.; branches at Regina, Saskatoon, Calgary, Edmonton, Lethbridge, Brandon and Vancouver. We are open to represent lines that do not compete with the following:

Arbuckle Bros., New York.
Green Coffees.

The Borden Milk Co., Ltd., Montreal.
Evaporated and Condensed Milk.

California Packing Corp., San Francisco.
Griffin & Skelly Co. Division
Canned and Dried Fruits
C. F. C. A. Division
Del Monte Canned Fruits and Vegetables, Catsup, Dried Fruits, Raisins, etc.

Canada Nut Co., Ltd., Vancouver.
Squirrel Brand Peanut Butter.

Canada Starch Co., Ltd., Montreal and Brantford.
Starch, Syrup and Glucose.

Creamette Co., Minneapolis.
Macaroni, Vermicelli, Spaghetti, Creamettes, etc.

Crescent Mfg. Co., Seattle.
Mapleine.

Crown Broom Works, Ltd., Vancouver.
Brooms, Woodenware.

The Dominion Sugar Co., Ltd., Wallaceburg, Chatham, Kitchener.
Sugar.

Essex Canning & Preserving Company, Ltd., Essex, Ont.
Canned Goods.

Federico Garret & Co., Malaga, Spain.
Olive Oil.

Foster & Holtermann, Ltd., Brantford.
Honey.

Gorman, Eckert & Co., Ltd., London, Ont.
Olives, Spices and Extracts.

D. Urquhart, Hensall, Ont.
White Beans.

Harper-Presnail Cigar Co., Ltd., Hamilton
Cigars.

Ingersoll Packing Co., Ltd., Ingersoll, Ont.
Cheese and Smoked Meats.

W. K. Kellogg Cereal Co., Toronto and Battle Creek.
Dominion Corn Flakes, Krumbles, Rice Flakes, etc.

Kelly Confection Co., Ltd., Vancouver.
Molasses.

King Beach Mfg. Co., Ltd., Mission City, B.C.
Jams and Jellies.

W. S. Loggie Co., Ltd., Chatham, N.B.
Lobsters, Codfish and Blueberries.

Manford Schier, Dunnville.
Evaporated Apples.

National Licorice Co., Montreal.
Licorice.

Nicholson & Brock, Toronto.
Bird Seed and Bird Gravel.

Procter & Gamble Distributing Co. of Canada, Ltd., Hamilton, Ont.
Crisco, Oils, Flakewhite and Soap Chips.

William Rogers & Co., Denia, Spain.
Valencia Raisins.

W. A. Taylor Conf. & Mfg. Co., Ltd., Winnipeg.
Horse Radish and Relishes.

Thornton & Co., Malaga, Spain.
Malaga Raisins.

J. H. Wethey, Ltd., St. Catharines.
Mincemeat, Jams and Jellies.

Mason & Hickey

287 STANLEY STREET ∴ WINNIPEG, CANADA

Our Head Office at Winnipeg

Put Your Line Among The Big Sellers *of* The West

The House of Scott-Bathgate offers you every necessary requirement to place your product to advantage in the Western Canada markets.
Practical experience, aggressive salesmen, ample accommodation—these are some of our success-making facilities.

Christie's Biscuits and Robertson's Confectionery are sold by us direct to the retail trade. We have popularized these in the West. We can do the same for your line.

Write for information

Scott-Bathgate Co., Limited

GROCERY BROKERS AND COMMISSION MERCHANTS

149 Notre Dame Ave., E. **Winnipeg, Canada**

Here, in a nutshell, is what Donald H. Bain Co. offer you

A sales force of competent men.
Ample capital—and the reliability that goes with it.
A record of results—and the prestige that follows it.
An energetic, result-getting organization—with satisfied clients to prove it.
Are all at your disposal if WE represent you.
Every branch a business in itself, directed by capable, experienced managers.
All varieties of Food Products.

If you are a manufacturer looking for live, resultful representation in Western Canada communicate with us to-day.

Donald H. Bain Co.

Wholesale Grocery Commission Agents

WINNIPEG

Branches at

REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER
ALSO LONDON, ENGLAND

WESTERN CANADA

To Manufacturers:

Are you getting your share of Western business?

Never has the demand been greater for Canadian products of standard quality.

Owing to business expansion we would welcome a further addition of desirable shippers to our list.

An old-established connection with the wholesale trade in the West, and a very efficient selling organization, place us in a position to offer you unexcelled facilities for marketing your products.

The season is advancing. Don't delay.

Correspondence solicited.

H. P. PENNOCK & CO., LIMITED

WHOLESALE GROCERY BROKERS

MANITOBA SASKATCHEWAN Head Office WINNIPEG Manitoba ALBERTA WESTERN ONTARIO

Representing The Canadian Salt Co., Limited; Atlantic Sugar Refineries, Limited; Lea & Perrins, etc.

Canadian Food Control License No. 6-357-8-9
ESTABLISHED 1907

CABLE ADDRESS
ESCOTT

All the latest codes

STORAGE
AND FORWARDING

W. H. ESCOTT CO. LIMITED

WHOLESALE GROCERY BROKERS
AND MANUFACTURERS AGENTS

Head Office, 181-183 Bannatyne Ave., Winnipeg

BRANCHES:
REGINA, Sask.
SASKATOON, Sask.
CALGARY, Alta
EDMONTON, Alta.
FORT WILLIAM, Ont.

MR. MANUFACTURER—

Dear Sir:

Is the Western Canadian territory worthy of your consideration? Our magnificent yearly crops are equal to a perpetual gold mine, and create a big demand for all manufactured products. We make a *specialty* of *introducing* new lines to the trade, from the head of the Great Lakes to the Rocky Mountains, with offices at Fort William, Winnipeg, Regina, Saskatoon, Calgary, and Edmonton. We sell only wholesale merchants and manufacturers of undoubted credit.

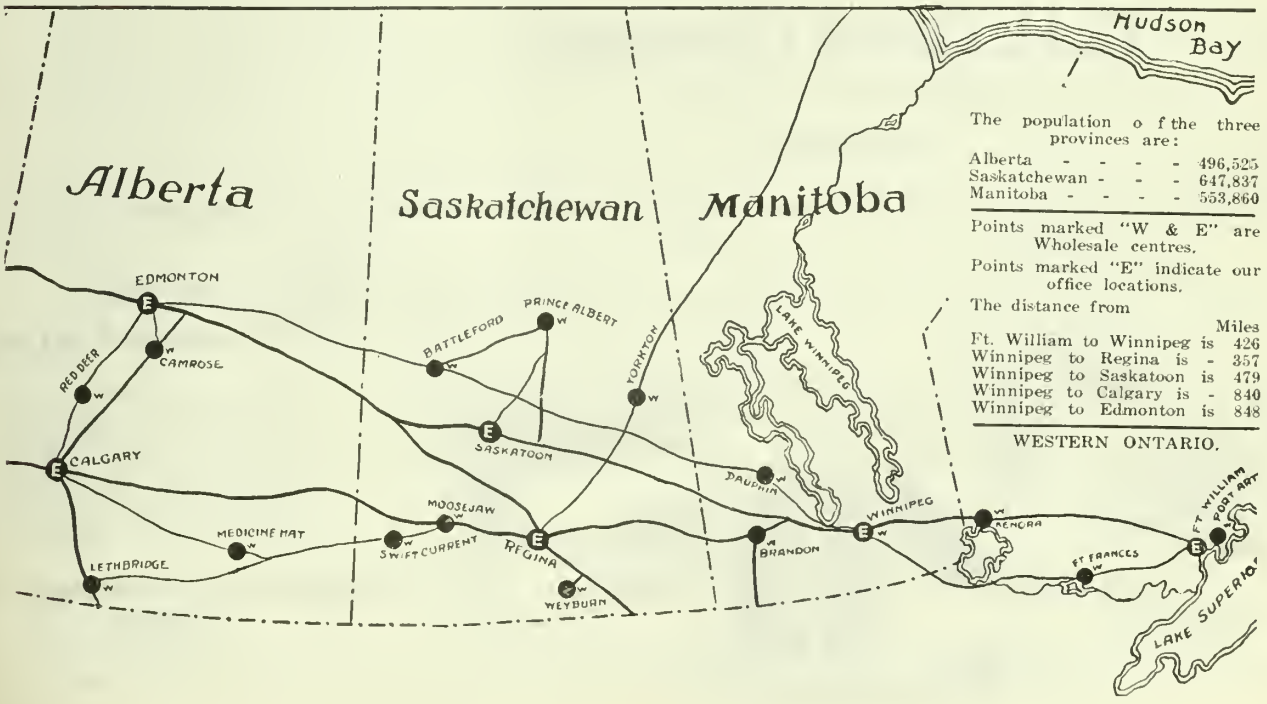
Let us introduce your line. We can furnish *detail salesmen - demonstrators,* also handle your advertising copy if necessary. We work strictly on a commission basis.

We have *five branches, twelve salesmen* and *excellent storage accommodation. We select your consignments. We get results.*

Drop us a line. References, the regular commercial agencies.

Yours very truly,

W. H. ESCOTT CO., LIMITED



Take Advantage Of Our Services

If you wish your lines successfully introduced in the West get in touch with us.

THE McLAY BROKERAGE CO.

Wholesale

Grocery Brokers and Manufacturers' Agents

Winnipeg - - - Manitoba

We Can Connect You

with the sort of people you would wish to reach with your product. Our location in the wholesale district of the Western metropolis and our many service-giving facilities, are reasons why we can market your line successfully in the Western field.

Note list of Canadian and U.S. manufacturers that we represent. Why not be among them?

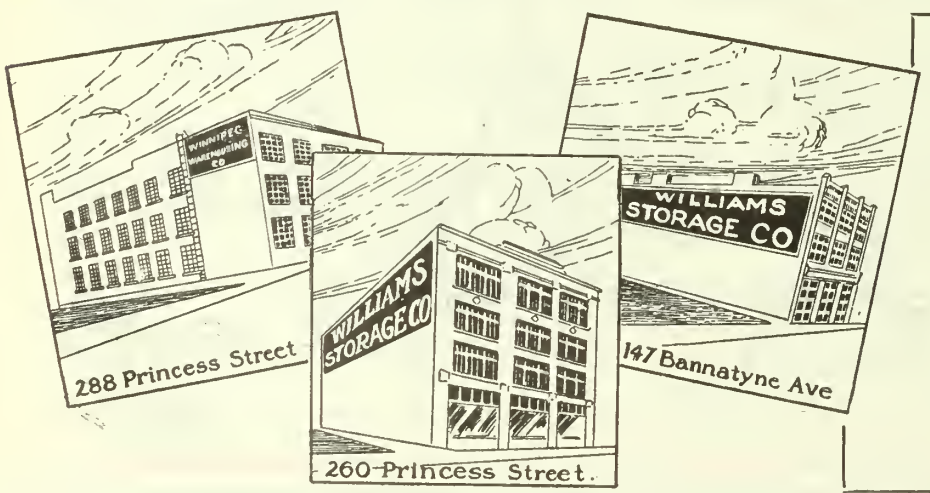
W. R. Grace & Co., New York.
Grace & Co., Limited, Montreal.
Meiji Trading Co., Limited, Montreal.
Geo. Hodge & Son, Montreal.
The Lange Canning Co., Eau Claire, Wis.
The Guggenhime Company, San Francisco, Cal.
Louis C. Simmel & Co., Los Angeles, Cal.
Balfour, Guthrie & Co., Vancouver.
Martin & Robertson, Limited, Vancouver.
The Shotwell Mfg. Co., Chicago, Ill.
Lummis & Company, Suffolk, Va.
The Howell Trading Co., Toronto.

MR. C. H. GRANT

C. H. Grant Company

Manufacturers' Agents

WINNIPEG



The Largest in Western Canada

We are the largest Storage Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated Warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.

WINNIPEG

and

Winnipeg Warehousing Co.

Some People

judge tea by its flavor, others by "how far it goes."

"SALADA"

wins on both grounds for in addition to its unique flavor, it is always fresh, fragrant and of great yielding qualities. In other words, Salada is a "luxurious economy" that numbers its patrons by millions.

"SALADA" TEA COMPANY

TORONTO MONTREAL NEW YORK BOSTON DETROIT BUFFALO
CHICAGO PITTSBURGH PHILADELPHIA

CONTROL Your Business Man—! Control It.

Boss your own business by selling your products under your own label. Give your customers a decent show for their money. You have been charging as high as 40c a lb. for Baking Powder in 1 lb. tins, when 25c from your customer would be sufficient.

Sell Baking Powder in future under your own name and label at 25c per lb. tin. The Integrity Mills of Toronto, which is owned by The Harry Horne Co., Ltd., will supply you your own private brand in quantities of 1 gross or over at a price of $25.00 per gross F.O.B. Toronto.

This Baking Powder will be guaranteed to give 100% satisfaction to the consumer. (Now, Boss, you cannot beat 100% satisfaction). That's talking strong facts. Now, 1 gross costs you $25.00 and sells for $36.00. Your profit is 44% on your investment. That will help to pay your rent.

Our capacity is 2 tons daily and our materials are from the best sources in America. Our formulae are from the largest laboratory in Chicago. In other words, friend, we produce a perfect Baking Powder at a minimum price—fifteen designs in labels to choose from. Sample of material and specimen label mailed to any grocer in any part of Canada at your request.

This offer is good only for the month of August as materials and labor are advancing to high points.

Mail your order promptly to

The HARRY HORNE CO., Limited

1297-1299 Queen Street West -:- -:- TORONTO

(Proprietors of Integrity Mills)

Every EUREKA refrigerator

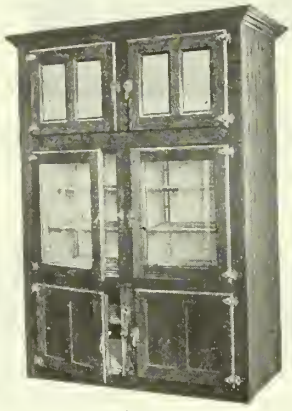
is equipped with the Eureka patented cold dry air circulation system.

And

because of the system and of the conscientious construction of the Eureka Refrigerator, every inch of the cooling chamber is equally good for the successful conservation of perishable foodstuffs.

Ask a brother merchant who has one.

Satisfied customers our best ad.



No. 19
Eureka Refrigerators

EUREKA REFRIGERATOR CO., LTD.

Head Office: Owen Sound
Branches: Toronto, Hamilton, Montreal, Calgary, Halifax

Furnivall's

Grocers selling Furnivall's Fine Fruit Pure Jams, have a reputation for handling the most pleasing jams made

Are you one of them?

FURNIVALL-NEW,
Limited
Hamilton, Canada

Canada Food Board License No. 14-167

AGENTS—The City of Ottawa and the Lower Provinces (except Cape Breton): Messrs. Geo. Hodge & Son, Ltd., Montreal, Que. Ontario: MacLaren Imperial Cheese Co., Ltd., Toronto, Ont. Manitoba: H. L. Perry Co., Winnipeg, Man. Hamilton: J. T. Price & Co. Cape Breton, N.S.: O. N. Mann, Turnbull Bldg., Sydney, N. S.

Good Candy

is a profitable, easy selling line

"PEERLESS" "ELGIN" "NOBILITY" CHOCOLATES

have the delicious flavor that discerning candy lovers so much appreciate.

Send to-day for a small trial supply of these excellent candies.

They'll bring you big returns.

Nobility Chocolates, Limited St. Thomas, Ont.

Selling Agents
MACLURE & LANGLEY LTD., TORONTO, MONTREAL, WINNIPEG

WE COVER MANITOBA, SASKATCHEWAN AND ALBERTA

To Manufacturers and Packers

It is your duty to secure the most efficient sales and distributing organization possible.

We owe it as a duty to you and ourselves to give it. Years of experience in the West enables us to render manufacturers valuable service and guidance in placing their goods both economically and efficiently.

It is not our policy to make extravagant promises, but we can give you a service that brings results.

Our organization, reaching both the wholesale and retail trade throughout the three Provinces, is at your disposal.

WRITE US

WATSON & TRUESDALE

Regina Saskatoon WINNIPEG Calgary Edmonton

References: BANK OF MONTREAL, WINNIPEG

A SUGGESTION

During the vacation months there are big possibilities of increasing your sales on foods and beverages that are used by the sportsman, afoot and afloat, and the automobilist.

A DISPLAY

G. Washington's Coffee
Potted Meats
Sardines
Crackers
Ginger Ale
Cheese in Jars

and other like products on a small table where they can be handled and looked over, will make many a sale. Your customers will thank you.

DELICIOUS ICED COFFEE made instantly with

G Washington's REFINED Coffee

Went to War **Home Again**

TWO lines whose merits have placed them high in the esteem of the Canadian consumer are ROBINSON'S "PATENT" GROATS and ROBINSON'S "PATENT" BARLEY.

Selling Robinson's is profitable.

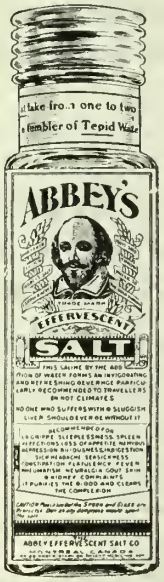
Keep your stocks renewed.

MAGOR, SON & CO., LIMITED

191 St. Paul St. W., Montreal
30 Church St., Toronto

(Canadian Agents)

Abbey's EFFERVESCENT SALT



Popular with the Grocers

There's just one reason for the popularity of Abbey's Salt among the grocers. This is, SALES—steady sales and steadily increasing sales. Grocers who have handled Abbey's Salt this summer, have enjoyed a profitable business. And this business will grow more profitable as the advertising continues to convert more and more customers to the use of this reliable English Saline. Stock it—feature it—recommend it.

ABBEY EFFERVESCENT SALT CO.
MONTREAL

CANADIAN GROCER

Vol. XXXIII. TORONTO, AUGUST 15, 1919 No. 33

Charges Profiteering in Sugar

Cost of Living Commissioner Makes Serious Charges Against Sugar Refiners, Claiming Conditions Do Not Warrant Sugar Advances — Wholesalers Also Charged With Profiteering, Some Retailers Also

DR. McFALL, Cost of Living Commissioner of Canada, has recently issued a report making serious charges against the sugar refiners, claiming that they have been making excessive profits, and have recently increased prices without any justifiable reason. In this condemnation he brackets the wholesale and retail trades, though he notes that in the case of retailers only a few can justly be charged with profiteering in sugar.

Official copies of Dr. McFall's finding on this question are not yet available, but if the press report given below is correct, the charge is serious enough to warrant an immediate investigation, so that the sugar refiners may be freed from an unjustifiable reproach, if conditions should prove that the Commissioner has erred in his judgment.

Extracts From the Report

"Now that the season is here when the housewife should be preserving and canning fruit," says Dr. McFall, "the people in control of our sugar have seized upon the opportunity to deal another blow to household canning, and make the consumer still more dependent upon the big canning combine. For several weeks the dealer has been experiencing difficulties in getting sugar to supply his retail customers. There have been a few strikes at the refineries which have helped to cause a stringency and on top of these other refiners have seized upon the same time to close down their plant for repairs. The attempt has been made to blame the shortage of refined sugar on excessive exports, but this is absolutely untrue as shown by the facts.

Claims Figures Do Not Justify Increases

"The latest available customs records show that the excess of our imports over our exports is very much greater than usual; the sugar coming into Canada to stay is sufficient to supply decidedly more, not less, than our customary requirements. In spite of labor difficulties and well-timed closing of plants, sugar has been refined lately in Canada at a rate in excess of our requirements, yet we have a shortage, and an advanced price was announced on Saturday. An advanced price comes into effect in Canada, while the price remains constant on the New York market, which is now the world's clearing-house for sugar. When the market price in Montreal advances 55c per cwt. the price of all sugar in the hands of the refiners, wholesalers and many of the retailers advances also even on the large quantities in storage.

Retailers Not Generally Condemned

"Some retailers have already advanced their prices for the sole reason that they are profiteers. This is not general, for most of our retailers are good citizens. Moreover, there is no general combine before the sugar reaches retailers, and there is a powerful weapon in operation to cause the price on the tens of millions of pounds in all the major stock bins to advance at once.

Wholesalers Accused

"This combine makes a substantial discount to wholesalers provided they maintain the common price set by the combine; if prices are cut the discount is not received. Under such conditions the advance in price on all major holdings is inevitable. This combine promotes the welfare of the large business interests, but is destroying the good old-fashioned custom of household preserving and is bleeding the consumers. It will be remembered that a few weeks ago one of the large refiners, whose stock is heavily watered, announced at its annual meeting that its profits for the last year had doubled."

A. C. Pyke, secretary of the Wholesale Grocers of Ontario, has issued a statement from that body in reply to the charges of profiteering in sugar, as far as it affected the wholesale grocery trade.

"In reference to the statement of Dr. R. J. McFall, that appeared in the press yesterday morning," Mr. Pyke stated, "I might say that the large stocks of sugar which Dr. McFall refers to are certainly not in the hands of the wholesale grocers. Stocks of sugar held by the wholesale grocers are considerably below normal, and as a matter of fact many wholesale grocers are completely out of granulated sugars and supplies are almost unobtainable from the refiners.

"A combine for the sale of sugar does not exist so far as the wholesale or retail grocer is concerned."

Food Board Approved Wholesalers' Selling Basis

"No rebates or discounts are withheld by the refiners for a proper observance of their prices, as intimated in Dr. McFall's report.

"The 'substantial wholesalers' discount' referred to was carefully looked into by the Canadian Food Board. This provides for a maximum gross margin of 5 per cent., all expenses in connection with the distribution of the sugar being borne by the wholesale grocer. No one acquainted with the facts can claim that this margin is unreasonable, or that sugar could be distributed by any other means on as low a basis."

As far as the charges that the retailer has taken undue profit on sugar, Dr. McFall's own report stated that this was true only in a few cases. As it is a known fact that grocers make approximately 10 per cent. on sugar, and that the minimum cost of doing business is around 18 per cent., it is doubtful if the profiteering charge could be substantiated in even the few cases suggested.

A Complete Change

Refiners, interviewed by CANADIAN GROCER, contend that they have made consistent efforts to maintain a supply of sugar necessary to meet the needs of the Canadian trade. They have done this, they assert, right along, until present delays in the receipt of raw sugars interfered. The delivery of refined sugar for some weeks past has been immense, and while it was not possible to accumulate much surplus there was no

actual shortage. Increasing demands came from the manufacturers and the jobbers, as well as from the retail distributors, and it is generally understood, as far as CANADIAN GROCER can learn, that there has been no accumulation by the jobber or the retailer.

Just at present time refiners are having difficulty in running their plants and some are shut down because they have no raws to melt.

Serious Effect of Strike

The seriousness of the big marine strike which lasted for seventeen days and tied up some hundreds of freight-carrying ships, while thousands of men were on strike and entailed a money loss around $100,000,000 is now coming nearer home. While the actual strike lasted for seventeen days refiners state that another seventeen at least will be required to establish the regular basis as obtaining before the strike. It may, indeed, take twice that length of time.

Exchange, Labor, Freights

Exchange rates have materially changed since sugar prices were last figured, and the increased cost of landing raw sugar at Canadian refineries amounts, in round figures, to a difference of about 35c per cwt. The refiners have been absorbing the increasing difference in money values and on the tremendous purchases of these supplies hundreds of thousands of dollars are involved in the one item of exchange alone. There has been no change in refined sugar's price since the fall of 1918.

Increased wages have been paid right along, the refiners state. Demands for higher pay by the men have been entertained and the increases in this way are said to total large.

Freight costs have materially advanced on raw sugars purchased, it is stated, and the combined increases set forth are much heavier, it would seem, than has generally been understood.

Another factor should be mentioned. The increased demand of the past month or two, incident to the preserving activity of the housewife and the canner, made it imperative that the refiner work to capacity in his endeavor to take care of his trade. This required more sugar, sometimes, than his allotments from the Sugar Commission afforded him. He had to, and did, go into the open market and buy what extra sugars he needed at the market prices for other sugars than those passing through the Sugar Commission's hands, and these prices were higher. In addition to this the price of jute sacks increased.

THE NEW BOARD OF COMMERCE

The new Board of Commerce appointed by the Government to investigate all matters dealing with the trade, and who will have power to institute actions against any industry or persons believed to be taking undue advantage of the public, has been practically decided upon.

The members so far decided upon are Judge Robson of Winnipeg, and W. F. O'Connor, who gained such notice some time back by his activities in the Cost of Living Department.

The third member of the board, who will be the appointee of the Retail Merchants' Association, will probably be J. A. Beaudry of Montreal.

Retail Merchants' Association to be Investigated

Commissioner of Cost of Living Claims to Have Evidence to Prove That the Association Has Opposed Co-Operative Societies and By So Doing Has Increased Living Costs for Many

THE Cost of Living Commissioner, Dr. R. J. McFall, has been peculiarly busy of late in making charges against food manufacturers. The latest organization to come under the ban is the Retail Merchants' Association of Canada, who are accused of increasing the cost of living by their opposition to the co-operative societies and associations. Dr. McFall claims, according to a Canadian Press despatch, to have evidence to this effect to be put before the newly-appointed Board of Commerce.

Dr. McFall charges that the Retail Merchants' Association is openly and secretly fighting this most effective weapon against the high cost of living, and has evidence against it on which the Board of Commerce may take action.

He admitted that the new law on combines specifically states that its provisions cannot compel any manufacturer, wholesaler or jobber to sell to any other classes of persons than those accustomed to purchase from manufacturers, jobbers or wholesalers respectively; however, the law still makes it a criminal action to conspire to lessen competition, and the Commissioner believes that it may be possible to compel the retailers to refrain from threatening to boycott wholesalers and manufacturers who sell to co-operative associations. "Whether or not we have free trade with other countries," continued Dr. McFall, "we should have freedom of trade within the confines of Canada."

E. M. Trowern, Dominion secretary of the Retail Merchants' Association of Canada, in answering this charge stated that:

"The retail merchants merely say to the wholesalers and jobbers that if they sell to the co-operative societies they cannot sell to the retail merchants."

"A co-operative society," said Mr. Trowern, "is simply an institution of people banded together to deceive the public by pretending to hand back to them a dividend, which is nothing more than a bribe. They deceive the people in an attempt to get custom."

"Such societies," he concluded, "are commercially unsound and immoral in their practice."

D. W. Clark, Avenue Road, Toronto, vice-president of the association, does not think that the charge is a very serious matter.

"We did oppose some co-operative societies some years ago," said Mr. Clark. "They have never been a success in Canada, and we did not oppose them very strongly, but took exception to their getting a Government charter more than to their actual operation. We didn't think it fair that they should trade in the way intended while we were under continual heavy taxes."

Almond Quotations Very High

Opening Price on Three Crowns Are 232 Shillings at New York, as Compared With 160 Shillings Last Year

THE market situation as concerns shelled nuts is one of increasing prices and very heavy demand. Advices received by importers here show opening quotations at very high levels, and these advances are reported on almonds, walnuts, peanuts and filberts. Cocoanut, too, is exceedingly hard to obtain, deliveries being away behind, and prices show marked upward tendencies. In regard to almonds there is no question but that the almond crop is not nearly as good as last year, and the demand is extremely heavy. Europe is a big buyer as well as Canada and the United States. According to a Toronto importer, the opening prices on almonds are the highest he has ever seen. Three-crown almonds, shelled, are quoted at 232 shillings per cwt. c. and f. New York as compared with 160 shillings a year ago. This practically means 57 cents per pound laid down in Toronto. Jordan almonds have advanced 4 cents per pound in the past few days. The "Horse" brand Jordans will cost, laid down here, 61 cents, and the "Tiger" Jordans 63 cents.

In walnuts, quotations on French walnuts are steadily advancing, and even higher figures are anticipated. No prices

(Continued on page 37)

Little British Goods for Year or More

Domestic Requirements Take Up All Available Supplies—Dearth of Glass Containers a Difficulty

IT will be another year and possibly two before there can be anything like a resumption of normal trade in imported lines with Great Britain and European countries. Representatives of Old Country manufacturers state that in many lines it is impossible to buy goods at all. There is a big domestic inquiry and production is not normal in the United Kingdom. The same applies to Europe, and it will undoubtedly be months before shipments approach anything like a free movement.

Scarcity of Glass Containers Prevents Export

C. L. Marshall, who, before war broke out imported jams from a well-known Old Country firm, does not look for any this year. "Even if there was anything like a surplus production that might be exported," Mr. Marshall stated "the manufacturers cannot get the glass containers to put the jam in. Jam is still being put up in pasteboard receptacles over there because it is next to impossible to get glass ones. It is quite out of the question to ship jam to this country in pasteboard, so until the supply of bottles improves there will be little jam come to Canada." Mr. Marshall stated that tin was equally as scarce. He understood some English marmalade was being shipped to Canada but not in any quantities

J. L. Lane, of the Harold F. Ritchie Co., McCaul Street, Toronto, also told CANADIAN GROCER that the chief difficulty in getting Old Country goods was the absolute dearth of glass containers. The Harold F. Ritchie Co. are big importers of a certain health salts, and the shortage of bottles is of real importance to them. Shipments of bottles from this side have been made to the Old Country in order that the company might get partial supplies.

No Immediate Resumption of English Import Business

Maclure and Langley Front Street E., Toronto, express the same opinion that seems to be general among importers, that a resumption of pre-war business is not looked for in the present year. This firm, previous to the war, were heavy importers of both Old Country and European specialties. English cream toffee and English hard-drops were two candies that this firm handled on a very large scale. One shipment of toffee has been received, but there is considerable doubt about a second one coming along at an early date. Mr. Langley is at present in the Old Country and has made an effort to buy goods, but with little success. Production is not normal and manufacturers there state that there is a very heavy domestic inquiry for confections of all kinds. Swiss milk chocolate, that has been off the market for the duration of the war, is practically unobtainable for Canadian purchase. French soaps, too, are not offered as yet. Again, the prices quoted on many imported lines are so high as to almost make them prohibitive.

Specialty Christmas Lines Will be Available

"Prospects are not at all bright as far as securing these goods is concerned," a member of the staff of this firm informed CANADIAN GROCER. We offered another order for Old Country confections and it was not accepted. Canadian and United States manufacturers are shipping chocolates and other candies to the Old Country." English specialty goods, such as Christmas crackers and Christmas table decorations are being offered and should be available for next Christmas.

Embargo Complicates Matters

W. G. Patrick & Co., Wellington St. W., Toronto, told a CANADIAN GROCER representative that increasing quotations on imported lines and the possibility that no lower values will prevail for some time to come renders some goods almost out of the question as far as this market is concerned. There is an embargo, he said, on shipments of olive oil from Spain, Italy and France, but the enforcement of it is lax and political influence, particularly in Spain, was allowing some to be shipped. Consignments to the Canadian market, however, were not at all heavy. French peas were being offered but at high prices. Previous to the war, Mr. Patrick was interested in a canning factory in Belgium, where extra fine Belgian peas were packed. It was occupied by German troops during hostilities. It was not destroyed and is again being put into shape for operations. Norwegian sardines could be secured, but the embargo of the Canadian Government prevents their shipment. The first cable announcing quotations on French glace cherries has been received by W. G. Patrick & Co. The price is $1.25 per pound, but Mr. Patrick stated that such a quotation was too high to make them profitable to handle here.

Asked as to what he thought of the plank in the new Liberal platform, which advocated the importation of foreign foodstuffs free of duty, Mr. Patrick stated that he had not given the question very much consideration, but he believed that it certainly would result in benefit to the people, inasmuch as goods brought in duty free could be sold cheaper than at present. It would also, he said, result in the domestic goods being brought to a higher quality in order to compete successfully with imported lines.

Why Are Brooms High?

"THE rise in price," says a Western broom maker, who knows the situation, "is attributed largely to the war. Less broom corn was grown, prices of corn were higher, and there was a shortage of labor in the factories. Oklahoma, Texas, Kansas, Illinois, and Colorado produce 85 per cent. of the broom corn of the United States. Illinois used to be the greatest broom corn producer. The centre of broom corn growing has moved west to Oklahoma. The acreage planted last year in the leading five States—was—Oklahoma, 140,000 acres; Kansas, 63,000; Texas, 50,000; Illinois, 31,000 and Colorado, 30,000. This total of 314,000 acres yielded 63,000 tons of broom corn.

There are 1,500 broom manufacturers in the United States and several hundred in Canada. The average output is estimated at about seventy-five dozen a day, or roughly, 35,100,000 brooms a year in the entire country. In spite of the increasing numbers of vacuum cleaners, oil mops and other cleaning appliances introduced to the homes, the corn broom holds its traditional place in the household, and is as widely and generally used as ever."

GRAHAM COMPANY NOT LIABLE

There Being No Contract Belleville, Ont., Company Was Held Not to be Liable

Mr. Justice Kelly to-day handed out a decision in an international case arising out of the war. The case was brought to the Courts of Ontario by P. M. Loubrie, of Bordeaux, France, and he claimed that the defendants, the Graham Company of Belleville, Ont., owed him three per cent. commission on all sales of a dried vegetable product called Julienne, to the French Government.

The judge found that the company was not liable as there was no contract between it and the plaintiff and decided the case with costs against P. M. Loubrie.

British Exports Still Limited

Various Conditions Keep British Goods Off Canadian Market—No Immediate Likelihood of Many Prominent Lines Reaching Canadian Market

LONDON, Eng., Aug. 4.—Conditions in the British Isles, as far as export business is concerned, are still very uncertain, and it will probably be many months before many familiar lines are once more to be seen on the Canadian market. For one thing, the labor conditions of the country are very unsettled, and many plants are finding it difficult to secure enough expert workmen to maintain their output at normal levels. Then there are a variety of restrictions, that each impose more or less burdensome difficulties on the trade, and in addition there is in many lines a very material shortage in raw materials. The general result is that while many manufacturers may endeavor to export certain quantities of their goods, with the idea of keeping their product before the Canadian public, it will be some time before this export business will become the large factor it was prior to 1914.

Government Restriction Has Effect

One large biscuit firm states to CANADIAN GROCER'S representative that it will in all probability be many months before they are again represented on the Canadian market. Another biscuit firm speaks of the Governmental restriction as the chief reason for their failure to be represented on the Canadian market. "We have stocks ready for shipment," they state, "but we have been unable to get it away."

The head of a large coffee essence firm, who were formerly interested in the Canadian trade, stated that it would be some time before they were in a position to look for export business, as business conditions stood at present, they were more concerned with the home trade at the present time, as there seemed no likelihood at the present time of being able to produce in excess of the home market demands.

Home Demand Takes All Stocks

An Edinburgh confectionery firm, asked regarding export prospects, stated that they were fully occupied at the present time supplying the home demand, and see no immediate prospect of being able to go farther afield.

A London, Eng., firm, manufacturing condensed milk and toffee, stated that they have no intention at the present time of looking for export business. They cannot at the present time cope with the home demand, while even if these conditions did not exist the export restrictions would prevent any material business in this field. Another firm doing business in the same line are interested in the Canadian trade but do not anticipate being able to enter that market in the near future. They point to the restriction imposed on their output, and state that all available supplies are being eagerly taken by France and Belgium.

A firm engaged in the manufacture of table delicacies pointed to some of the factors that made it impossible to consider the Canadian field at the present time. There was the impossibility of getting glass jars in which to pack their product, while in addition they were faced with a shortage of labor, and an inability to secure necessary machinery for any enlargement of their business. They expect, however, to be able to enter the Canadian market within the course of a year.

The manufacturer of a brand of sausages in tins questions whether it would be possible to compete on the Canadian market with American products. They have the matter under consideration, however, and may decide to try to popularize their product on this side.

Another manufacturer of canned provisions stated that supplies for home consumption were still too short to warrant any thought of other business. This firm is also manufacturing jam, but will have no surplus over and above home needs. These instances are sufficient to reveal the fact that it may be some time before British firms will be in a position to do any appreciable amount of business on the Canadian market.

Canners Relinquish Loyalty Rebate

Do So to Avoid Any Cause of Suspicion—Claim Combination a Beneficent Condition

J. L. STOCKS, general manager of the Canadian Canners, who have been called to the public attention through Prof. Jackman's report to the Department of Labor, on the operations of the canning industry in Canada, stated in an interview with the CANADIAN GROCER, that while they did not admit that there was anything illegal in the "loyalty rebates" that had been given to the customers of the company, and that while they were confident that their right to maintain this system could be successfully defended in the courts, to avoid any, even unjustifiable suspicion, and to meet the wishes of the Cost of Living Commissioner they had announced their willingness to withdraw this rebate and to discontinue anything of this nature.

Mr. Stocks stated that the Cost of Living Commissioner had assured him that this was the only complaint that the Department had against the company.

He deprecated the statement made in the report that the Canadian Canners were "almost entirely a price fixing organization for the Dominion Canners, Ltd., and others." Such a phrase, he believed, gave a sinister impression that was in nowise justified by the facts as given personally to Prof. Jackman and Dr. McFall.

The Two Companies

The impression this phrase would convey was that the Canadian Canners were more or less of a tool of the Dominion Canners. That, he continued, was very far indeed from being the case. The Canadian Canners were a handling company pure and simple, taking the place of brokers or agents. They bought the packs of the various members of the association, the Dominion Canners included. They were established to give a measure of stability to the business. Before the formation of the Canadian Canners, the smaller packer had to deal direct with the banks for funds to finance his operations. If times were uncertain and turnover slow the banks were inclined to crowd the packer, with the result that he was compelled to force his pack on the market to the destruction of any stability in marketing conditions. The company was actually created by the need for some agency that would prevent such occurrences and give a necessary degree of stability so that the industry could survive. That was the work of the Canadian Canners, they financed the canner and bought on a basis of average cost of pruduction his pack, and sold it at a fair profit over and above this cost, for they were allowed a percentage of profit on capital that no more than represented a brokerage charge.

No Excessive Profits

That they had made any excessive profits was emphatically denied by Mr. Stocks, this denial applying, of course, to the selling price of the Dominion Canners for pack that was handled by the Canadian Canners. Controlling as they did, a very large proportion of the total pack of the country, there was an ample opportunity for making a very substantial profit during the past year. As a matter of fact, they had asked only a reasonable profit over cost, and had sold their pack so far below what they might have asked that they were in some instances 20 per cent. below the prices asked by some of the independent packers whose prices they could not influence.

F. O'Brien, 141 Donnie Street, Stratford, after five years in his present stand, is moving to a more commodious and better equipped store at 38 Wellington street.

Where Do People Look First? What Do They Remember?

When you pick up your morning paper, where do you look first? To the right-hand corner, of course. You know instinctively that you will find the big story of the day there. Newspapermen know how to display their important wares. Have you ever thought of applying this knowledge to your store displays?

IT was only recently that I, like everyone else, was a salesman; for being a salesman is simply trying to interest somebody in something. It may be soaps, it may be silks, or your services—or salvation, if you are trying to get someone to take it, you are essentially a salesman.

I am the "News Editor" of a daily paper, and among my duties is that of placing the news stories on the front page so as to arouse the interest of anyone picking up the paper, or merely glancing at it on the news-stands.

In the United States there are some 2,500 daily papers. Their news editors must be great salesmen, for they help to sell more than 75,000,000 copies of their "wares" daily. At any rate, they have learned one thing which, so far as I know, other salesmen have not discovered.

They have learned where people look!

They know on just what spot on the front page of the paper your eyes will rest first, because they know this, you will find that the first thing you see when you glance at a paper, is the biggest story the editor has to offer you. And you will see it, first, because he has placed it where your eyes inevitably go—on the right-hand side of the first page.

But—while editors understand and profit by this almost universal habit of looking to the right, I have yet to find a retail salesman, or a window decorator, who knew anything about it.

I once asked an eminent eye specialist to explain the phenomenon, he had never heard of it.

Interested, he made some tests, and confirmed my theory. He suggested that it might be due to right handedness; but as I, myself, am left handed, I discarded his theory. It might, we agreed, be due to the fact that American traffic keeps to the right, and so trains Americans to look that way. Tests on the continent, where the left-hand traffic rules are in vogue, would confirm or disprove this theory.

Not one decorator in a thousand places the "piece de resistance" of his display anywhere but in the centre of his window. That, he says, is the logical location for his best offering. But the news editor has found that the right-hand side of his front page show "window" is best, the left-hand second best, the centre a poor third.

I recently had a chance to test that theory.

In the centre of my front page I have an important story, headlines black, and two columns wide. The next day in conversation with a business man I mentioned the story, which had something to do with our war preparations.

He hadn't read it! Yet he assured me he had glanced over the headlines of the paper. Further questioning revealed that he had gathered the news in both right and left-hand outside columns, but missed the two column headlines in between.

A few days later, I put the theory, as applied to store windows, to a practical test.

I was walking along the street when I recalled my conversation with the business man. I stopped and tried to recall what I had seen in idle glances cast in store windows during my walk. Then I went back and looked over the windows.

In every case but one the things that had impressed themselves on my mind were articles that had been in the right-hand section of the window. In the one exception, a particularly striking show card placed in the left-hand corner had caught my eye.

Later, walking down the same street with a friend, I began talking about the stores we passed, and he, as I had hoped, unconsciously let his eyes rove over the windows.

At the corner I asked him to stop and name the things he had seen. Then we went back to see where they were placed.

The first store was a jeweler's, my companion had been attracted there by a commonplace object—a plaster of Paris hand supporting between its fingers a pair of tortoise-shell glasses.

The display was in the extreme right-hand of the window, and as we had been approaching from that direction it could not be seen until we were nearly in front of the window.

Farther along was a drug store. There my friend had been attracted by a patent medicine display. The medicine was unmarked by card and was only a small item in a large window, yet the label on the bottle had caught his eye, and the display was in the right-hand corner of the window!

The same thing was true in two other windows. In not one case, in a cursory inspection, had any other part of the window attracted his attention.

Further tests on both myself and friends, proved that the highest percentage of hits for my theory were registered in smaller windows from eight to ten feet frontage, and not very deep. In the larger windows, twenty to thirty feet across, the percentage dropped about one-third. However, most stores with large window display spaces usually sub-divide.

If furniture is being shown screens are used to subdivide the display space. If the display is men's apparel, paneled screens are used to furnish background for the display.

I found that in those windows the percentage in favor of my theory was practically as great as in small displays of drug stores, groceries, tobacconist and the like. The big windows with unbroken expanse, such as displays for sales of white goods, were the ones that drew the average down.

Flour Mills Doing Heavy Business

Business Now All in Hands of Larger Mills—Some Criticism of Government Plan for Establishing a Price on Wheat

BUSINESS with the mills at the present time is of a very satisfactory character. The only drawback is, of course, the growing scarcity of wheat. Orders are brisk, so brisk indeed, that some of the mills have withdrawn their travellers from the road, as they have more orders than they will be able to handle for some time. This is due, it is believed, in a large measure to the centralizing of the business with the larger mills. With the growing scarcity of wheat the small community mill, unable to get supplies, is eliminated from the business for the time being, and the buyers have turned to the large mills which are still operating, for their stocks of flour. The result is that there is a heavier volume of business than normal.

Not a Feasible Proposition

There is a tendency on the part of the miller to look on the proposition of setting a minimum price to be paid at the time of delivery of wheat augmented by participating coupons that will entitle the holder to a proportionate share of the profits as anything but practicable. Unless the Government has some method of operating this provision that is not outlined in the order-in-council, that is at once feasible and economical, those conversant with the conditions of marketing wheat in the rush season, are inclined to

(Continued on page 37)

Liberal Platform Interests Food Firms

Some Discussion of the Tariff Program Made Public at the Recent Liberal Convention Shows a Variety of Opinions

THE announcement of the new Liberal platform recently, occasioned a great deal of interest among the trade. The tariff changes proposed in this platform as a means of lowering the cost of living have been received with very mixed feelings by men of varying political faiths.

Zepherin Hebert, president of Hudon, Hebert et Cie, Montreal, in commenting on the proposals, could not see that any good could possibly result from such a program.

"We must have reasonable protection," he said, "more production and therefore more employment afforded. Reduce the tariff and this object is defeated. Increased production of manufactured foodstuffs will go far towards correcting present difficulties. Reason should temper the attitude of labor in the matter of remuneration asked, and if this is done costs will be reduced." As far as the suggestions go these are simply on paper, and Mr. Hebert thinks them impracticable and their value, he believes, is very uncertain.

How It Would Affect Fishing Industry

J. A. Paulhus, proprietor of D. Hatton & Co., fish importers, Montreal, believed that there would be much good from the application of such tariff reform. This would work out in the fish business to the benefit of the consumer. "For instance," he said, "there may have been a poor catch of fish in Canadian waters and a good one across the line, giving Portland and Boston a surplus while the Canadian production centres might be short. With swift express transportation and no duty these fish could be distributed to the Canadian market at a price which would mean a big saving to the Canadian consumer. Continuing, Mr. Paulhus said that he did not believe in protection, particularly on foodstuffs. "Let the people buy their wants where they can do so to best advantage. There should be no restrictions."

Thos. Ward, of Jos. Ward & Co., wholesale grocers, Montreal. did not think that the proposals would offer any assurance of a decline in the cost of living.

"The only thing that will reduce the high cost of living is overproduction. Europe will not always be fed from America as she is to-day. There is only one solution and that is increased production; legislation will not do it."

How It Would Affect Canned Goods

W. R. Drynan, secretary-treasurer of the Dominion Canners, points out emphatically what he believes would be the dangers of any such tariff change in their own business. Stating that this opinion was not an official pronouncement, but represented only his own personal viewpoint, Mr. Drynan said:

"The difficulty about this problem is that you cannot have free trade in any and only one article without it being discriminatory; for example, assuming that the duty were to be removed on canned vegetables and canned fruits, it would only be just to expect that all machinery, supplies such as tinplate, wooden boxes, nails, paper, ink and produce should likewise be allowed free entry, otherwise, of course, the legislation would be discriminatory and very much in favor of the United States packer, because Canada depends altogether on the United States for most of the machinery used in the canning industry, and all the tin plate; also the produce itself can usually be bought at much lower prices in the United States than in Canada. As a matter of fact the canners and preservers are importing large quantities of fresh fruits right along and paying the duty, laying these down at less than the local price. For example, only a few weeks ago, we ourselves imported from Australia considerable quantities of raspberries which, laid down at our factory, freight and duty paid, cost about 3c per lb. less than we were paying the growers.

Not unnaturally, as manufacturers, we are opposed to reductions in tariff, but if we were to have reciprocity with the United States, so that we could have access to the American markets and could bring in all of our supplies free of duty, then we would not be particularly worried, but with a larger market afforded to us in the United States, and owing to the high standard of our quality in Canada as compared with the average in United States, we could hold our own and do a very much larger business.

Jno. T. McBride, nut and dried fruit importer, of Montreal, believes that it would be absolutely impossible to make such a suggested measure workable. How shall we, as a people, pay our war burdens and other debts without revenue, and if we remove the tariff where will the revenue come from? It is not good business if these goods are allowed in free. If other means can be found to secure necessary revenue it will be a different matter, but Mr. McBride thinks that all the income taxes that can be borne are now being levied.

Canners' Prices To Retailers

INADVERTENTLY the wrong list of opening prices on certain canned goods, as announced by the Dominion Canners, was printed in last week's issue. The list should have been the retail price list, No. 2, the said prices being strictly net f.o.b., Ontario factories, as follows:

VEGETABLES.

	% Del.	Choice Per Dozen.	Standard Per Dozen.
20 oz. Petit Pois Tres Fins..	40	2 70	2 65
20 oz. Pois Moyens	40	2 05	2 00
Peas—			
2s Extra Fine Sifted, size 1	15	2 82½	2 77½
2s Sweet Wrinkle, size 2..	75	2 45	2 40
2s Early June, size 3	75	2 17½	2 12½
2s Standard, size 4	40	2 02½	1 97½
FRUITS			
Cherries—			
2s Black Pitted, hvy. syrup	100	4 55	4 45
2s Black, not Pitted, heavy syrup	100	4 27½	4 17½
2s Red, Pitted, heavy syrup	70	4 55	4 45
2s Red, not Pitted, heavy syrup	70	4 27½	4 17½
2s White, Pitted, hvy. syrup	70	4 55	4 45
2s White, not Pitted, heavy syrup	70	4 27½	4 17½
10s Red, Pitted	70	20 10	20 00
Currants—			
2s Black, heavy syrup	100	4 85	4 75
10s Black, solid pack	100	22 35	22 25
2s Red, heavy syrup	100	4 85	4 75
2s Gooseberries, heavy syrup	100	4 85	4 75
Raspberries—			
2s Black, heavy syrup	100	4 85	4 75
2s Red, heavy syrup	70	4 85	4 75
10s Red, solid pack	70	22 35	22 25

These prices are subject to terms and conditions as per our printed contract. Also subject to change and withdrawal without notice.
NOTE.—Large portion of pack is "Choice" quality.

Three Refineries Advance Sugar

All Grades Are Up 55 Cents Per Hundred, Effective Last Saturday—Raws Are Stronger

Three sugar refineries have announced an advance of 55 cents per hundred on all sugars, the same taking effect on Saturday last. The refineries advancing their quotations are the Atlantic, St. Lawrence and Acadia. The first two factories are closed down because of the scarcity of raws, but the Acadia is still operating. The price of granulated sugar from these refineries on the basis of Toronto delivery is $10.71 per cwt. The advance in prices is attributed to the advancing quotations on new raws which are now coming on the market. The marine strike, too, has interfered with deliveries. Sales of raws are being made on the basis of $6.25 f.o.b. Cuba, and $7.66 duty paid, New York. Even higher figures are being quoted for future delivery on the basis of $6.50 f.o.b. Cuba. Some wholesalers have scarcely any sugar in stock, and travellers have been advised not to take orders, promising any particular brand or container. A representative of one refinery stated that the new raws were now coming on the market, and in three weeks' time there ought to be an easier movement of sugar again. The situation in many of the American refineries is much the same as it is in Canada, those along the Atlantic coast, it is stated, only having one week's supply. The whole trouble is that of shortage of raws, and higher quotations on any coming forward, rendering the market for refined sugar higher and almost bare.

Conditions Favor Man. Convention

R.M.A. Gathering at Brandon Opens Under Most Auspicious Conditions—Financial Statement Shows Satisfactory Position—Some Interesting Addresses

BRANDON, Man., Aug. 13—Special correspondence—A three day programme, filled to the utmost time limit with practical addresses, discussions and entertainment, featured the fifth annual convention of the Manitoba Board of the Retail Merchants' Association of Canada, which opened at Brandon, on Wednesday, August 13. With a bounteous crop in all parts of the Province, in marked contrast to other portions of the West, the merchants were in a position to seek recreation for a brief period, and large numbers of them rolled into Brandon in their cars over roads that were in excellent condition. With an organizer constantly in the field, the Manitoba association, which only found its birth in 1913, embraces the merchants in most Manitoba towns.

A series of inspiring addresses were given by two retail merchants from the Western United States, Messrs Robert C. Line, of Columbus, Montana, and F. P. Mann, of Devil's Lake, N.D. The latter conducts a $300,000 business in a town of 1,500. On Wednesday evening he gave an address on "Increasing your business through community co-operation," and the following evening took as his subject, "Looking ahead in the retail business."

Other speakers on the programme were as follows:

Messrs. Edwin Loftus, K.C., prominent Winnipeg barrister, Lecturer for the Manitoba Law school; A. W. Gibb, C. A., Assistant Inspector of Taxation for the Dominion Government; F. C. Middleton, Secretary of the Community organization of the Social Service Council of Manitoba; Wm. Iverach, of Isabella, Man.; W. J. Keyes, Manager of the Advertising Department of the Kelvin Technical High School; J. A. Banfield, President of the Dominion Board of the Retail Merchants' Association, and Dr. J. A. MacLean, President of the University of Manitoba.

The convention was opened at 2 o'clock Wednesday afternoon by President Geo. W. Markle, following which addresses of welcome were given by Mayor McDiarmid, Howard Rankin, president of the Board of Trade; F. W. Hobson, president of the Kiwanis Club, and E. Bolton, president of the Brandon branch of the Retail Merchants' Association.

The financial report for the year ending March 31 was presented by J. H. Curle, secretary as follows:

RECEIPTS

Cash on hand and in bank April 1st, 1918		$ 504.88
Membership Fees—City	$4,686.87	
Do., Country	3,809.79	
	$8,496.66	
Transfer from Convention account	500.00	
Refund on Books	11.80	
Refund re Freight Audit	6.00	
Chairs sold	6.00	
	9,020.46	
	$9,525.34	

The City Hall, Brandon, Man., where the Manitoba Retail Merchants' Association is being held.

DISBURSEMENTS

Salaries	$5,495.76	
Organizers' expenses	509.45	
Rent	385.00	
Printing and stationery	307.26	
Postage and telegrams	241.53	
Exchange	30.30	
Legal expense	50.00	
Sundry general expenses	517.47	
Furniture and fixtures	20.00	
Books	10.55	
Dominion Board (per capita tax)	748.50	
	8,315.82	
Cash on hand and in bank March 31, 1919	1,209.52	
	$9,525.34	

The afternoon session was closed by brief reports from Messrs. Horace Chevrier, C. F. Rannard, and W. T. Devlin, who were delegates to the Dominion Convention, and an address by J. A. Banfield, president of the Dominion Board. The addresses of the United States merchants occupied the evening session.

On Thursday morning C. F. Rannard explained the operation and progress of the Mutual Fire Insurance Company, and William Iverach of Isabella, Man., delivered an address on Provincial taxation.

On Thursday afternoon the two United States speakers were heard again followed by a detailed address by W. A. Gibb, C. A., assistant inspector of Dominion taxation on "How to make out an income tax return."

Features of the Friday programme were delivered by W. J. Keyes, on "Practical Advertising," and by Edwin Loftus, K.C., on "Commercial law as related to the retailer." This was followed by the election of Provincial officers, and a motor drive to places of interest in the city.

The crowning event of the gathering was the banquet on Friday evening given by the local retailers and associated clubs, and at which special addresses were given by Dr. J. A. McLean, president of the University of Manitoba, and the convention speakers. The convention took place in the City Hall. Owing to the strike and to the fact that the Brandon fair had just been concluded it was deemed unwise to conduct a proposed merchandise display in the City Hall. The window dressing competition was also called off.

Half-a-Million Business in 5,000 Town

One of the most impressive addresses given this week at the Brandon convention of the Manitoba Retail Merchannts' Association was that of Fred P. Mann, president of the North Dakota Retail Merchants' Association, and the proprietor of the Mann Departmental Store at Devil's Lake, North Dakota, which last year did a business of half a million dollars in a town of 5,500 population. He described in detail the methods that have won such remarkable success.

When we opened our new store eleven years ago, he said, and equipped it with the finest fixtures that our section had ever seen, there were those in the community who said, "Too bad about Mann's. Here they build up a nice business in a country town and then they put up a store that's too fine.

All the farmers will be uncomfortable among the mahogany and glass showcases; and they'll be afraid to track mud in on the nice green carpets. Too bad, too bad. Now they'll lose all their trade."

But we disappointed the folks. Within two years we had to buy the store next door to accommodate one of our six departments. Now we own a big lot that adjoins us at the rear—the war intervened to stop our building another addition there. As it is, we are crowded to the point of discomfort and are continually readjusting our shelves and counters to take better advantage of our limited space.

In 1918 we did a business a little over $500,000 in our town of 5,500 people. That would mean sales of almost $100 for each inhabitant, if our customers were confined to our city; it would mean $33 an inhabitant for the 15,000 people of our county, which extends 30 miles to the north-west of us. Actually, however, some of our customers come from a distance of 90 miles north and west, and 50 miles south and east. We are mighty proud that we are able to pull business out of the trade territory of larger cities around us.

We have the people of our territory with us, too. Every day, almost, we encounter something or other which shows us that a big proportion of our country neighbors think of our store as almost synonymous with shopping in Devils Lake.

The big reason that we have steadily built up our store in the face of local competition, and the even stronger mail-order competition which is putting so many country merchants in the business-death-rate reports, is that we use aggressive sales and business-getting methods. We are not content to sit by and take what comes our way. We go after prospects and customers in an intensive way that the mail-order house, several hundred miles away, with all its carefully thought-out methods, cannot equal. We are using many of the mail-order houses' methods, and are beating them at their own game.

Getting a Serviceable Mailing List

Our mailing list we get from a number of sources. The tax list in our county is classified by townships. We use it just that way. If the roads are in bad shape in the north-east corner of the county, we know the farmers there cannot get to town; so we save our postage rather than ask them to come. Automobile owners are also listed by the county assessor. We know that an automobile owner 25 miles away, in a township not reached by a railroad, is a good prospect when his next-door neighbor, who drives only a horse and buggy, would not be.

The telephone directory gives us somewhere near a complete list of householders, although it fails to indicate the value of the names. School teachers are good prospects; their names we get from the superintendent of schools. The men who have returned from national service form one of our new and high-grade lists.

We watch the personal columns of all the newspapers in our territory, both for new names and for list corrections. We arrange with any manufacturers or wholesalers who mail our lists to pass on to us all returned envelopes.

Continuing, Mr. Mann outlined the store's methods of advertising and of handling customers.

Some Hints on Advertising.

In regard to advertising, he said: "A lot depends on appearance. We do not rely entirely on the printer to display our copy to the best typographical advantage. That is where a lot of money is wasted, we feel, by many merchants. The printer of a country paper is not likely to be an expert on advertising display.

"Acting on this theory, we make careful detailed layouts of every advertisement. We specify the size and style of type to be used, the width of rules, the white space to set it off to the best advantage. And the effect is, on the whole, good."

Bettering Merchandising Conditions

In his second address Mr. Mann dealt with the way retail merchants of North Dakota were endeavoring to promote better merchandising as an offset to the growth of the mail order business, through the medium of what is termed a community association. He said:

"When we started this community work I took a survey of 100 towns in the State of North Dakota. I wanted to find out what was the reason to a great extent for the feeling between the consumer and the merchant and why the mail order houses were taking out a large amount of the business from our state. For this purpose I submitted a blank and asked our advance man to tell me as best he could the general appearance of the store, the way the windows were trimmed, method of bookkeeping, amount of insurance carried, and especially, what advertising methods were used. After summing up all the reports, I was astounded to find that 90 per cent. of the merchants in North Dakota do not advertise, and that 75 per cent. do not believe in it. I found that in 1917 oveh 72 carloads of mail order catalogues had been distributed in the State of North Dakota, besides vast quantities of other mail solicitation. I was also surprised to find that the mail order people spent 75 million dollars for advertising in the United States during 1917, and I deduced that at least one million dollars of the amount was spent in the State of North Dakota. I found that by these methods the mail order people were taking one-third of the retail business of the State of North Dakota from the local merchant.

"With these facts before me, I started out in the organization of community work, and I have failed to find anyone who does not think well of the work and the press of the state have offered their assistance in the way of publicity.

A Program of Entertainments

"We started out with a program for 1,200 entertainments and lectures, the lecturing taking up the question of co-operation between the country and the city people. This was one of the most striking and largest undertakings that had ever been attempted in any place. We arranged for an advance man to go around and work with the merchants, showing them how to advertise, how to better themselves, and how to better their community.

"In this Community Development Work we have the greatest working force that exists, going over the entire North-West, and which can change this entire situation, and I know it.

"The other day I urged upon a large crowd of salesmen at the Radisson Hotel in Minneapolis, that they endeavor to get their manufacturers and jobbers to prepare salesmen's helps for the retail dealer in every way possible, even going so far as to prepare advertising copy for the local merchant in order that he might move from his shelves the goods which the salesman had previously sold him.

Must Help the Merchant

"It is easy for you men," I said, "to see that your sale is only half made when you have placed the goods on the shelves of the local merchant. You must make it your business to see that these goods are moved from those shelves, before you have really completed your sale. It is therefore up to you to urge upon the retailer the use of his local newspaper and the use of every other method to dispose of the wares which you have sold him. You must, I say, even go so far as to help him with his advertising copy, and make him see that it is necessary that he become a real live advertising merchant. I urge these matters upon you forcibly because I have tried them out and I am thoroughly convinced that newspaper advertising is the greatest asset that the country merchant can have. There is no method today that will so promote a man's business as good advertising. You simply cannot do without it and be alive to your possibilities.

"You as merchants must have proper merchandising methods, for how do you think it looks to a credit customer when a merchant gives 10 per cent. off for cash? Mr. Credit Customer takes his bill at the end of the month, compares it with the mail order catalogue, and of course, if the merchant can afford to give 10 per cent. off for cash the credit bill looks like highway robbery in comparison with the mail order prices.

"As an illustration of the vast mail order business, let me tell you what a friend of mine who is now in the mail order business told me only a few days ago. He is supplying state institutions and hotels with coffee. He told me of various orders he had taken that should have gone to the local merchants. He also told me of one grocery salesman whose commissions in one month amounted to $1,330. So you can imagine the amount of groceries he must have sold to net himself that commission. This gentleman gave it as his best judgment that 65 per cent. of the coffee used in the State of North Dakota is sold by mail order houses and by solicitors for outside concerns. You are no doubt up against the same conditions here.

"The merchant must seek methods and ideas of improving their advertising. Here is an ad. which we used at our Devils Lake store for our silk sale which we hold annually. Just to show you that this advertising pays, I had our sales checked for the first day of the sale and they showed $1,100 in the dry goods department alone with a total of $3,800 in all departments for that day. On Saturday the sales in the dry goods department showed $1,300 and the entire store $4,800. On this sale we not only used large display space, but we likewise sent out some personal letters to our customers, and then we displayed our silks up and down the centre of the store, allowing them to be draped over where they could be examined by the women, and placed a price tag on each lot of silk. Thus we tied up our local advertising and our display of goods, which led directly up to the sale of the article. This is a very important fact for every merchant to remember, that his advertising and his displays and his salesmanship must all make one connected link.

"As an illustration that the manufacturers and jobbers are taking up with the idea which I am placing before you, I want to cite the case of Stone-Ordean-Wells in our country, who discontinued the publication of their house organ, 'Ginger,' which was costing them $25,000 annually, and they are spending this money in advertising helps for the local retailer. Many other wholesalers are following in the footsteps of Stone-Ordean-Wells, and it is only a question of a very short time until every manufacturer and jobber will be spending a great deal of money to complete the sale of their goods and place them in the hands of the customer.

"Bradstreet and Dun tell us that in the United States 84 per cent. of all business failures in 1918 were non-advertisers, and that 86 per cent. of all business failures were from lack of knowledge of how to conduct the business.

"Can you gentlemen imagine what will happen to the mail order business if all the jobbers and manufacturers, and the traveling salesmen and all the retail merchants in Manitoba co-operate together to conduct their business along modern advertising lines?"

In conclusion, Mr. Mann said: "You know where you stand on this proposition in the Province of Manitoba. There is just one way that you can vindicate yourself, and that is to get out and raise the standard of merchandising so high in this province that the mail order houses cannot go us one better, and in fact, cannot compete with the local retail merchant."

The convention was still in progress at the time of going to press. A full report, however, will appear in next week's issue.

MONTREAL STORES CLOSE THREE NIGHTS A WEEK

The Montreal City Council on August 5 passed a by-law enforcing the closing of stores on three nights of the week, except previous to certain holidays. The by-law provides as follows:

Except as otherwise hereinafter provided, stores in the city of Montreal shall be closed at 7 o'clock in the evening on Monday, Tuesday and Thursday of each week, and at 9 o'clock in the evening on Friday and at 11 o'clock in the evening on Saturday, and shall remain closed until 5 o'clock in the morning, the following day. The said stores may, however, remain open until 11 o'clock in the evening on the hereinafter mentioned days:

(a) The day preceding the following holidays: Epiphany, Good Friday, Immaculate Conception Day, Empire Day, Dominion Day, All Saints Day, Ascension Day, and Thanksgiving Day;

(b) The last days of the month of December of each year from the 15th of said month inclusive;

(c) The days of the week preceding Easter Day;

(d) The day before the eve of the following holidays of the Jews: the first day of the year, Atonement Day and Passover Day."

Some Exception

Notwithstanding the above dispositions, tailors, merchant tailors, milliners and needlework shops, may keep their business places open up to nine o'clock on Monday evenings, provided none of their employees will be retained from 7 to 9 o'clock.

The balance of the by-law deals with exceptions, which include cigar stores, news stands, flower stores, fruit stores, pastry shops, ice cream and aerated water parlors, etc., drug stores.

The penalty for infringements is $40 for each offence, or in default of payment, imprisonment for not more than two months.

NEW ZEALAND SETS MAXIMUM PRICE ON RICE

The New Zealand Government has fixed the maximum wholesale and retail prices for the sale of rice in this Dominion.

The maximum price of rice when sold wholesale ex store will be $7.30 per hundredweight (112 pounds), and the maximum retail price will be 8 cents per pound, except in out-of-the-way places, where the Board of Trade is arranging to allow retailers to charge slightly higher prices on account of extra carrying charges.

CALIFORNIA TO HAVE RECORD PRUNE CROP

The present prospect in California is by far the biggest crop of prunes ever harvested, and estimates at present run all the way from 250,000,000 to 300,000,000 pounds for the State, most of the opinions from acceptable sources running more nearly to the higher figure than the lower.

From a consideration of these prospective crop figures and some understanding of what the California Prune Association has booked and confirmed, it is apparent that the association will have a quite definite quantity yet to sell a little later when it is more able to size up its holdings, and unquestionably a higher price will prevail on these, which will bring up the association's average.

MILK DELIVERIES

For all Canada the total deliveries of milk in 1917 at the dairy factories amounted to 2,902,564,856 pounds, as compared with 2,600,542,987 pounds in 1916 and 2,630,001,765 pounds in 1915, as stated in the report on dairy factories for that year, issued recently by the Dominion Statistician.

AVERAGE PRICE OF BUTTER

For Canada the average wholesale price of creamery butter works out to 29 cents per pound for 1917, as compared with 33 cents per pound in 1916 and 30 cents in 1915, as stated in the report on dairy factories for 1917, published by the Dominion Bureau of Statistics.

—New York "Tribune."

Speak Right Sharp to Him, Ma.

Here is a striking example of the sort of thing that is being fed to the public to the damage of the retailer.

In all the investigations that have clouded the air of late, the retailer has been seldom accused of profiteering. Anyone with any understanding of the situation knows that there could be no truth in such a charge, yet cartoons of this character do not depend on reason but on prejudice, and prejudice can do harm whether it is backed by any reason or no.

Joint Freight Tariffs to be Lower

Important Ruling of the Board of Railway Commissioners Will Result in a Considerable Saving to Many Shippers

AN important ruling which will have the result of lowering joint class freight tariffs and will apply on interline traffic between the Grand Trunk, Canadian Pacific and Canadian National Railways will go into effect about October 1, according to an announcement made by the Board of Railway Commissioners for Canada.

Approximately the order means that in future, where shipments have to be made over two lines, they will be carried for what would be the cost on one, the mileage being taken as the basis. This, it is stated, will result in a considerable saving annually to many shippers.

Upon reading the submissions filed on behalf of the said railway companies, the Canadian Manufacturers' Association, the Boards of Trade of Toronto and Montreal, Dominion Canners, Ltd., and others, and upon the report and recommendation of the Chief Traffic Officer of the Board, it is ordered:

1. That within the territory covered by the order of the Board No. 3258, dated July 6th, 1907, as amended, in what is known as the International Rates Case, and in conformity with the relevant provisions thereof, also with the station groupings of the respective companies as shown in their tariffs between points west of Toronto on the one hand and points east of Toronto on the other, joint tariffs of class rates be compiled to apply between stations on the Canadian Pacific and Grand Trunk Railways, the Canadian Pacific and Canadian National Railways, and the Grand Trunk and Canadian National Railways, respectively, on the basis of the so-called schedule "A" scale, with the addition of the following figures to be incorporated in the rates themselves:

Class	1	2	3	4	5	6	7	8	9	10
Cents per 100 lbs..	8	7	6	4	2½	2½	2½	2½	2½	2½

the rates so compiled to include the service of transfer from the one company to the other; subject, however, to a minimum joint charge of 100 pounds at the first-class rate, but not less than 75 cents.

2. That the joint class freight tariffs carrying out the requirements of this order be published and filed, so as to become effective not later than October 1st, 1919.

3. That the following be made the points of interchanfe of interline freight traffic between the said companies under the terms of this order:

Lennoxville, Montreal, Ottawa, Brockville, Peterborough, Toronto, London, Mount Forest, Orillia, North Bay, Actonvale, Ste. Rosalie, Renfrew, Kingston, Milton, Guelph, Woodstock, Tillsonburg, Inglewood and Essa (Utopia).

(Sgd.) H. L. DRAYTON,
Chief Commissioner,
Board of Railway Commissioners for Canada

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

JOHN BAYNE MACLEAN - - - - - President
H. T. HUNTER - - - - - - Vice-President
H. V. TYRRELL - - - - - General Manager

THE MACLEAN PUBLISHING COMPANY, LIMITED

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Dry Goods Review Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, Power House, Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, Canadian Motor, Tractor and Implement Trade Journal.

OFFICES

CANADA—Montreal, Southam Bldg., 128 Bleury Street; Telephone Main 1004. Toronto—143-153 University Ave.; Telephone Main 7324. Winnipeg—1103 Union Trust Bldg.; Telephone 3449. Vancouver—39 Tenth Avenue West.

UNITED STATES—New York—Room 620, 111 Broadway, New York; Telephone 8971 Rector. Chicago—Room 1401, Lytton Bldg., 14 E. Jackson St.; Telephone Harrison 9133. Boston—C. L. Morton, Room 734, Old South Bldg.; Telephone Main 1024.

GREAT BRITAIN—London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director. Telephone Central 12960. Cable Address, Atabek, London, England.

SUBSCRIPTION—Canada, $3.00 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year: United States, $3.50 a year; other countries, $4.00 a year. Single copies, 10c, invariably in advance.

PUBLISHED EVERY FRIDAY

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation. Copy of report will be sent to anyone interested.

Vol. XXXIII. TORONTO, AUGUST 15, 1919 No. 33

THE NATIONAL EXHIBITION AND THE MERCHANT

THE approaching Canadian National Exhibition promises something unique in the way of interesting exhibits, in which the trade generally should find many helpful and profitable suggestions. Advance information is to the effect that never before in the history of the Fair has there been so many applications for exhibit space. New specialties in foodstuffs just being introduced to the public are to be shown. These, no doubt, will find favor with the public, and the enterprising grocer should be the first to see and learn something of the merits of new ideas, new preparations, in food products. It will be of pecuniary advantage for the grocer to visit the exhibition this year. From the standpoint of real benefit to be gained, the exhibition affords an easy method of learning, in a practical way, what manufacturers have to offer in the way of new goods. Demonstrations not only stimulate interest but are educative in value, and it is always worth while for the average grocer to increase his knowledge of the goods he is handling, or is likely to handle, in his store.

DR. McFALL AND THE R.M.A.

DR R. J. McFall's charge that the Retail Merchants' Association of Canada has been instrumental in increasing the cost of living through their opposition to the co-operative societies, can hardly be taken seriously. While the Association has opposed such associations in theory, it has been the essential weakness of the position of the co-operative societies themselves that have been their undoing, and not the opposition of any outside force.

It is rather absurd to lay their failure at the door of the R.M.A. when there are so many good reasons within the organizations themselves to account for their failure.

THE SUGAR INVESTIGATION

DR. McFALL, if the newspaper reports of his reports speak correctly, has made some serious charges against the sugar refineries, and also against the wholesale and retail trade.

Dr. McFall, up to the present has not been, like his forerunner, given to hasty judgments. He has apparently given a reasonable consideration to conditions of business that are not always clear to the uninitiated.

That he has made these charges is a serious matter. That there have been charges made against a wide variety of food producing industries, of recent date, is a serious matter, but the most serious phase of the situation is, that there appears to be a tendency on the part of the Government to let the report end the matter. It may very well be that the newspaper report has misinterpreted the spirit of Dr. McFall's report; it may again be that Dr. McFall has reached wrong conclusions. But whatever may be the case, this fact is sure, that the reports, as such, must do incalculable harm. If it is worth making such a report, it is worth while to demonstrate its correctness. The Government, through its officials, has no right to make charges, unless it is willing to prosecute these charges.

If the charges as reported are true, the people should know, and action should be taken promptly to remedy the abuses. If the reports are wrong, then the industry accused should have some recourse against a Government department that has damaged its standing.

There have been too many reports of profiteering, and far too little proof. It is getting pretty well time for a showdown.

Right to Set Resale Price Again Vindicated

Cudahy Company Upheld in Their Contention That They Have a Right to Refuse to Sell Dealers Who Will Not Maintain the Set Price

A DECISION has been rendered by the United States Circuit Court of Appeals reversing the decision of the Federal District Court at Baltimore in the price maintenance case of Frey & Son, Inc., against the Cudahy Packing Company, charged with unlawful trade practices. In his opinion, handed down July 16, Circuit Judge Woods says in part:

"There was so little real conflict in the testimony on the vital issue that, except on the measure of damages, the case might well have been tried without prejudice on the following as an agreed statement of facts: The defendant manufactured and sold Old Dutch Cleanser and developed a large trade in that article by extensive advertisements in newspapers and magazines and by circulars and solicitors. Considering the maintenance of a fixed price necessary to an adequate profit, defendant adopted the following means of promoting sales and maintaining the wholesale price: It sold only to jobbers and wholesalers, who were expected to sell only to retailers. Soliciting agents were sent to retail merchants and orders taken from them at the list price to be transmitted to any jobber that the retailer named of the jobbers to whom the defendant was selling. These jobbers selected by the defendant, though called distributing agents, were purchasers to whom defendant sold at a fixed deduction or discount from the list price. This discount was intended as the jobber's profit. By circulars and personal interviews jobbers were insistently exhorted to maintain the fixed prices in their own interest and that of the defendant. The jobbers knew they were expected to maintain the prices fixed by the defendant and that they were liable to be cut off if they refused. There was occasional underselling by dealers and perhaps occasional disregard by the defendant of isolated acts of underselling. But the plan of the defendant was generally acquiesced in by jobbers, and its request or demands that the prices be maintained were generally complied with. There was no formal written or oral agreement with jobbers for the maintenance of prices.

"The plaintiff was a jobber on defendant's list of distributing agents who had a considerable trade in Old Dutch Cleanser. Believing that by the elimination of certain expenses usually incident to the wholesale business, it could afford to sell Old Dutch Cleanser at less than the price enjoined by defendant, plaintiff reduced the price below that fixed by the defendant. For that reason the defendant refused to sell plaintiff at its usual discount from the list price, thus cutting off its business by making it impossible for it to compete with other jobbers at a profit.

"The vital question is whether defendant's method of business coupled with the acquiescence of its customers therein by observing its requests or demands to maintain prices was such cooperation between seller and purchasers as amounted to a combination in restraint of trade within the rule laid down in Dr. Miles Medical Company v. Park & Sons Company, 220 U. S. 373, and other following cases. We are obliged to hold that the question has been clearly answered in the negative by the Supreme Court in United States of America v. Colgate & Company, decided June 2, 1919. The court expressly held that the announcement in advance that customers were expected to charge a price fixed by the seller, and that the penalty for refusal to maintain prices would be refusal to sell to the offending customer, observance of the request to maintain prices by customers generally, and the actual enforcement of the penalty by refusal to sell to such customers as failed to maintain the price did not constitute a violation of the trust statute. Nothing more was done by the defendant and its customers in this case.

"Since the defendant, under the Colgate case, merely exercise the right reserved by the Clayton Act to dealers of 'selecting their own customers in bona fide transactions and not in restraint of trade,' the plaintiff cannot recover under its charge of unlawful discrimination in price."

Cartage Rates Are Increased

Three Big Railways Put New Schedule Into Effect on September 4th, in Ontario and Quebec—Higher Wages for Employees and Shorter Hours Given as a Reason

ADVANCES in cartage rates in Ontario and Quebec which will affect a number of lines of goods are anounced by the Grand Trunk, Canadian Pacific and Canadian National Railways, to become effective September 4. Just what action the other railways

Continued on page 37

	Carloads	Less Carloads	SMALLS Minimum charge in cents for any one consignment	
	Cents per 100 lbs.		300 lbs. and under	Over 300 lbs.
Montreal .....Que.				
Atwater ..... "				
Hochelaga ..... "	5	7	30	40
Mile End ..... "				
St. Henry ..... "				
Toronto .....Ont.				
Don ..... "				
North Toronto ..... "	4	6	30	40
Parkdale ..... "				
West Toronto ..... "				
Guelph .....Ont.				
Ottawa ..... "				
St. Hyacinthe .....Que.	4	5	30	40
Three Rivers ..... "				
Bothwell .....Ont.				
Chatham ..... "				
Glencoe ..... "				
St Thomas ..... "	3½	4	25	35
Thamesville ..... "				
Tilbury ..... "				
Hamilton .....Ont.	3½	5	30	40
London ..... "	3½	4	30	40
Windsor ..... "	3½	5½	35	50

A cartage service is maintained at the points shown in the above table and cartage charges are to be collected in addition to the freight charges the railways state. These cartage charges will be based on the actual weight subject to the minimum provided in the Canadian Freight Classification.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

MARITIME

R. T. Craig & Co. have sold their business at Truro, N.S., to Willard C. Cutten, who will carry on the business at the old stand.

QUEBEC

Mead Bros. & Co., Coaticook, have dissolved partnership.

E. Robin, grocer, Cote Ste. Michel, has moved to 351 Orleans St., Maisonneuve.

J. A. Bland, 1863 Notre Dame St. W., Montreal, has been succeeded by Z. S. Bland.

J. A. Chalifoux, 2875 St. Lawrence St., Montreal, has sold out to R. Rousseau.

N. Bourbeau & Co., butter and cheese merchant, Bord a Plouffe, has dissolved partnership.

Mrs. B. Beauchamp, 1097 St. Antoine St., Montreal, has succeeded Jules Prevost, grocer.

Alf. Morin has purchased the grocery business of Mrs. A. Leblanc, 402 Beaudry St., Montreal.

E. Lacasse has succeeded his son, H. Lacasse, grocer, at 2693 St. Hubert St., Montreal.

A. Lemoine, Montreal, has disposed of his business at 1937 St. Lawrence St. to A. Cotnoir.

S. Chagnon, 598 Dorchester St. East, Montreal, has disposed of his business to A. Deslauriers.

A. Bertrand, 2027 Ontario St. East, Montreal, has disposed of his grocery business to Z. Pesant.

W. H. Ransom, of Brodie & Harvie, Ltd., Montreal, is away to Old Orchard, Maine, on his vacation.

W. A. Sadler, sales manager of the Canada Starch Co., Montreal, returned this week from his vacation.

J. E. M. Genest, of Genest & Genest, grain and commission merchants, Montreal, returned from a three weeks' trip in Eastern territory.

S. Furuya, Japanese Consul-General, Ottawa, was in Montreal last week. While here he was securing data from the various tea importers relative to the actual trade in Japan teas being sold throughout Canada.

Howard O'Loane, of O'Loane, Kiely & Co., Ltd., Vancouver, was in Montreal early this week. Mr. O'Loane spent a day or two with John E. Turton, the company's Montreal representative, prior to sailing on the S.S. Minnedosa for England, and where a branch of the firm's business will be established.

ONTARIO

T. T. Pruneau, Hamilton, has sold out.

Allan Barroman has sold to A. Robinson.

J. H. Baldwin, Ottawa, has sold to D. B. Turner.

R. W. Aljoe, grocer, Toronto, has sold out.

Albert Campbell, grocer, Toronto, has sold out.

A. S. Raymond, grocer, Toronto, has sold out.

W. H. Payne, grocer, London, has sold to Wm. Paisley.

Wm. E. Roy, grocer, Hamilton, has sold to I. P. Samson.

Jas. Palmer, Toronto, has been succeeded by Wm. Ives.

Wm. Masson, grocer, Toronto, is discontinuing business.

W. H Thompson, grocer, Toronto, is discontinuing business.

Edward Ansley, grocer, Toronto, is selling to Allan Barroman.

Mrs. M. Applebee, grocer, Hamilton, has sold to Edward V. Grassie.

I. Hurd & Co., druggists and grocers, Mitchell, has sold to G. F. Prueter.

C. O. Gardener, London, has sold to W. C. Armstrong.

George Trott, grocer, Leamington, has sold to C. W. Gale.

A. V. Brown, grocer, Hamilton, has sold his James Street branch to H. Boake.

Archie Kizell has purchased the stock and business formerly conducted by J. Kizell, at Killaloe Station.

T. H. Moorehead has secured the services of Mr. Stewart, of Owen Sound, as manager of the Brampton store of his chain of candy shops in Peel and Halton.

T. S. Poole, Glencoe, has disposed of his grocery and provision business in St. Thomas to W. A. Day of that city. Mr. Poole has been in business in St. Thomas for nineteen years.

Harold F. Ritchie, of the Harold F. Ritchie Co., is at present in England arranging for the opening of the London office. Major T. T. Kirby, formerly buyer for the Gordon Mitchell Co., of Winnipeg, will leave in the course of the next couple of months to take charge of the office.

EXPECT LARGE ATTENDANCE OF WHOLESALERS AT OTTAWA

It is anticipated that more than ninety per cent. of the wholesale grocers of the Dominion will attend the annual convention of the Canadian Wholesale Grocers' Association, which is to be held at the Chateau Laurier on August 21 and 22.

Thorough preparations for the convention are now under way, and it is anticipated that the attendance will be in excess of three hundred.

The Advisory Committee of the grocers' section of the Retail Merchants' Association of Canada will hold a special meeting in the offices of the Dominion Executive Board, Banque Nationale building, on Wednesday next, for the purpose of discussing questions of import to the retailers, which will be brought before the wholesalers' convetion.

SHERER-GILLETT COMPANY MOVES TO LARGER PREMISES

Sherer-Gillett Co. of Chicago, manufacturers of store fixtures, have acquired the factory building on Suffolk street, Guelph, Ont., formerly occupied by Libby, McNeil & Libby, and now under lease to the Fried-Grills Hat Co., whose own factory adjoins. The Sherer-Gillett Company has a small factory in Guelph at the present time, but will move from this into the Suffolk street factory and will very greatly increase its output.

A PIONEER'S BUSINESS METHODS

Wm. Morris, Rodney, Ont., is taking an outing at his old home on the Rideau Lakes, 40 miles back of Brockville on the Canadian National. When only 16 years old he opened up a business on the Middle Road, Tilbury East, Kent County, looked after the Stone Pearl Ash Factory and 80 acres of land, and was made postmaster. He thinks he was the youngest appointed postmaster in the province.

July 1, 1874, he opened business in Rodney and has been continuously in business ever since and is now past the 70 year mark. Business builders, he says, put on some specials once in a while. Do not forget the kiddies with a little candy, and the old people like it also. Saturday nights he made up a small lunch of soda biscuits and cheese between, which made a nice tasty sandwich, and gave a piece to all in the store.

WM. H. KEARNEY DIED JULY 8

Wm. H. Kearney (of the firm of J. and W. Kearney) came to Montreal as a boy and was first employed by his cousin, John Kearney, in the retail grocery business. Later on became connected with another cousin, Thomas Kearney, who was in the wholesale tea business as Thomas Kearney & Co. On the death of Thomas Kearney his business was merged with Kearney Bros., which concern he managed for a number of years, and in 1902 formed a partnership with his brother John under the style of J. & W. Kearney, wholesale tea and coffee importers.

The deceased was always regarded as a keen business man with sterling upright principles, and his death is deeply regretted by the whole trade throughout Canada.

The present business of J. & W. Kearney will be carried on by his brother, under the same style as heretofore, assisted by Mr. Frank St. Amand, who has been conected with the firm for the past fifteen years.

CLAIMS HAMILTON MARKET TOO VALUABLE FOR MARKET PURPOSES

Alderman Thos. O'Heir stated recently at a meeting of the Hamilton, Ont., city council, that at the next meeting of the council he would give notice of motion that a by-law be submitted to the people in January for the abolition of the Hamilton market. He considers the present site in the centre of the city too valuable to be tied up in this way, and favors a site in the east end, if it be necessary to have a city market.

PIONEER MERCHANT DIES

Alexander Elder, for forty-four years a resident of Blyth, Ont., and one of its pioneer general merchants, died at his home there. Mr. Elder was town treasurer for twenty years and town clerk for thirteen years. He was born in the township of Elgin, county of Huntingdon, Province of Quebec, in 1847, and saw active service at Trout River against the Fenians, when they invaded Ontario in 1870, and was later awarded a medal.

Prior to coming to Blyth he was hotelkeeper for Gooderham & Worts, millers and merchants, at Pine Grove, Ont., and while in the employ of that firm was married to Miss Mary A. Smith of that place.

TORONTO BREAD DRIVERS GET INCREASES

Substantial increases are allowed bread wagon drivers under the award of the Board of Conciliation of Toronto, which has been dealing with the dispute between the drivers and their employees. The minimum wage has been fixed at $24 per week for any driver totalling up to $270 per week in sales. For those whose sales run over $270 per week, 10c is to be paid on each dollar of sales to customers, and five cents on each dollar of sales to stores, in excess of the $270. Where any salesman received more under the scale formerly in vogue, no reduction is to be made under the new rates. All drivers are granted Wednesday afternoon holidays during June, July, August and October, an exception being made of September owing to the Canadian National Exhibition.

The new agreement became effective on Aug. 4, and will remain operative until May 1, 1920.

ALMOND QUOTATIONS VERY HIGH

(Continued from page 26)

have yet been named on California shelled walnuts. There is a big crop of walnuts in California this year, but fully eighty per cent. of the California crop is sold in the shell. Peanuts are higher, an instance of the strength of the market being shown in a quotation of 18 cents for No. 1 Spanish peanuts at Norfolk, Virginia. There is no prospect of lower prices. The opening quotations on filberts is announced as 185 shillings, which means a price of 44 cents per pound laid down here, as compared with 28 cents last year.

There is an increasing demand for cocoanut, and great difficulty is being experienced by importers to secure sufficient to supply the trade. Ceylon cocoanut of all cuts is very hard to obtain, factories being from two to three months behind in deliveries.

CARTAGE RATES ARE INCREASED

Continued from page 35

will take is not known, but it isexpected that they also will increase their rates correspondingly.

The railways give as their reason the increased wages and shorter hours, which has necessitated an increase in cartage charges if the business is not to be done at a loss.

Fortunately the advances do not materially affect grocery lines, as an effort has been made to avoid anything that would tend to increase the cost of living as it affects necessary foodstuffs.

The goods of interest to the trade that are affected by the new charges are: Broom stock, ice cream cones, lamp chimneys, popped corn, confectionery, and woodenware.

The New Tariff

The new tariffs provide for the following increases: On carload lots from 4½c per 100 pounds to 5c, and on less than carload lots from 6c to 7c per 100 pounds.

On "smalls," 300 pounds and under, the charge is raised from 25c to 30c per 100, and over 300 pounds from 35c to 40c, a straight increase of 5c per 100 pounds.

FLOUR MILLS DOING HEAVY BUSINESS

(Continued from page 29)

believe that this proposition is entirely impracticable.

To begin with there is the feeling that has already made itself very manifest, that the setting of a minimum price is not dealing fairly with the grower. Despite the assurance of the Premier that the price of wheat has not been set, the grower is inclined to look upon a minimum price as an actual price. They are indeed inclined to view any payment that falls below the $2.26 figure set by the United States Government as an infringement of their rights.

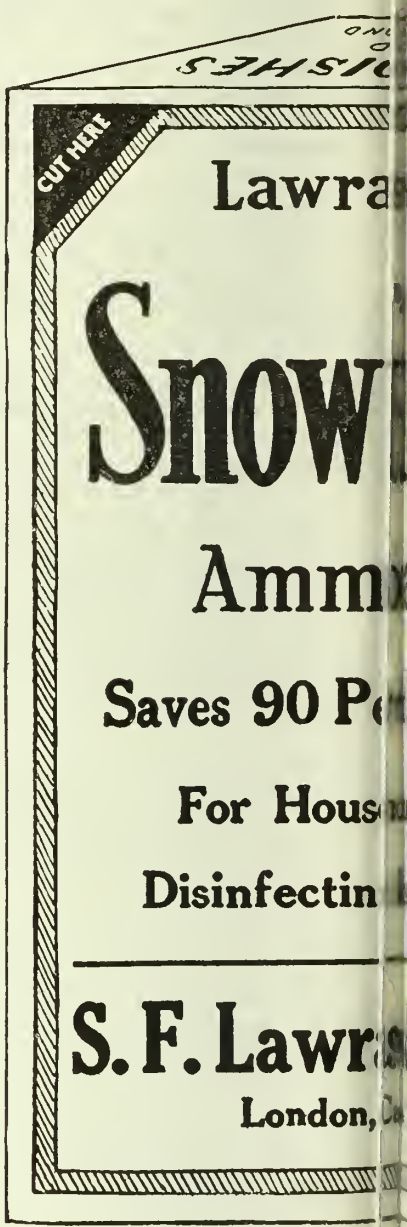
Whatever the abstract merits of the proposition outlined in the order-in-council may be, there is a feeling that given conditions as they exist this scheme of future participation in profits is absolutely impracticable. In many instances, as one milling authority pointed out, the Western grain growers are of foreign birth, and in many instances, men of no education. It will be very difficult indeed to convince such men, he contends, that they are being fairly dealt with when they are paid $1.75 and a certificate of future payment, which means nothing to them, on delivery of their wheat. This is one difficulty, the difficulty of making the parties most directly interested understand a system so foreign to the accepted method of purchase.

Difficulties of Operation

Even leaving this difficulty aside, however, there are the actual difficulties of administration that seem to be almost overwhelming. During the wheat season, one milling official states, the checks for wheat received at a single elevator would mount up into the hundreds in a single day. It is not hard, therefore, to imagine the fabulous number of these checks that would be turned in at the thirty-seven hundred elevators in the West during the wheat season. Yet under the proposed system each one of these would be a separate transaction, and the profits, less the handling and disposal charges, would have to be apportioned on each transaction. It is not difficult to imagine, therefore, that the cost of the machinery for administering this work, which according to the terms of the order, is to be a first charge on the profits, might very well wipe these profits out of existence.

Canada, situated as she is, so close to the United States with its prospective billion bushel crop, cannot hope to stand out against the price set in that country, and that there will be no satisfactory arrangement that does not give the Canadian grower a price for his wheat that closely approximates that across the line.

Quality



Snowflake is made from highest grade tested materials and is guaranteed up to strength.

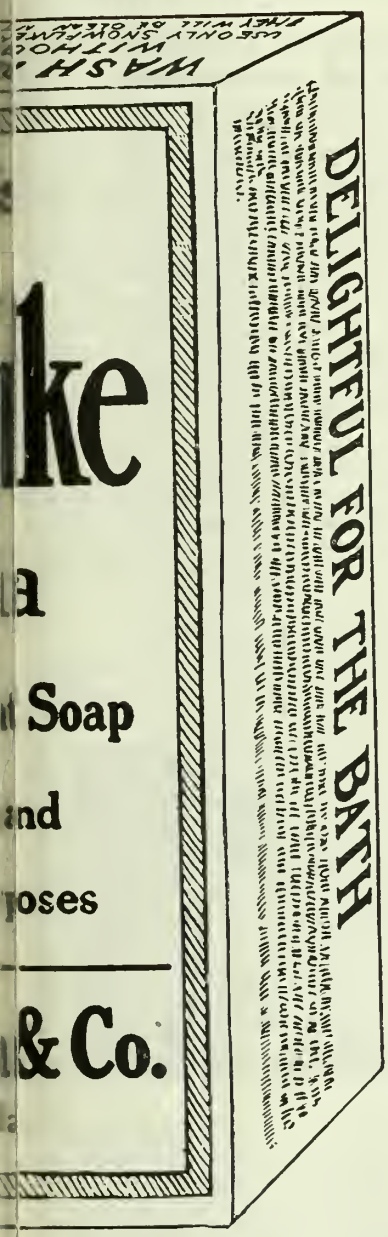
RECOMMEND IT

Softens water—Cuts grease—Ideal for general household cleaning.

ORDER THRO

S. F. Lawrason & Co.

Profit



Snowfake ten cent package, when bought in

	Profit
1 case (3 dozen) at $2.70	33⅓%
5 cases at $2.70 less 5%	40%

Push Snowflake for Fall housecleaning and benefit by our extensive advertising. Co-operate by displaying Snowflake. Bigger sales mean bigger profits.

Your Wholesaler

London, Ontario

NEWS FROM WESTERN CANADA

WESTERN

J. Overend & Son, grocers, Minette, Man., have sold to E. Chester.

The Snow River Trading Co., general merchants, Snow River, have sold to E. Carley.

Beauregard & Co., general merchants, Assiniboia, Sask., have sold to L. Jacques, who has given up his business in Moose Jaw.

EDMONTON STORES TO CLOSE WEDNESDAY NOON

A campaign to decide whether the closing day for stores should be Saturday or Wednesday was staged recently in Edmonton. The campaign was strenuously urged and a good deal of feeling was stirred up by the contending parties. However, the advocates of Wednesday closing won out by a sizable margin. The vote stood 2,432 in favor of the Wednesday half holiday, as opposed to 2,150 who favored the Saturday.

As a result of this decision the council will frame a by-law for Wednesday closing and this means that all stores will have to be closed, no exemptions can be allowed, otherwise it is certain that proceedings will be taken to quash the by-law.

The retail clerks have made a determined fight and are yet undefeated; they will continue the campaign and will not rest satisfied until they have re-established the Saturday holiday.

Grocers of Vancouver Have Royal Time

Picnic at Bowen Island Proves Huge Success—Everyone Had Good Time—Sports Afford Variety of Amusements

(Special Correspondence.)

"It's always fair weather
When good fellows get together,"

and this 12th Annual Grocers' Picnic on August the 6th was no exception. The three chartered steamers of the Terminal Steam Navigation Company carried a rollicking thousand of Vancouver grocers, grocers' wives and grocers' kiddies across the green waters of the Strait of Georgia to Bowen Island. There on the green sports field, fragrant with the surrounding pine woods, and cooled by a slight breeze from the snow-capped mountains at whose feet they played, the entire party participated in a day of sport that even excelled those of past years. The smoothness with which the entire picnic was handled spoke well for the committees in charge. The prize lists were large and generous and the decisions of the judges were considered very fair—even by the losers.

Some Interesting Events

The ladies' prizes ranged from chocolates to mops, and the men's prizes from fruit jars to Gold Dust. They must have produced a grand breed of grocers in Huron and Bruce Counties in the past decades—they are still running strong and even clean up on the young fellows in sprinting. A feature of the ladies' race was the JAZZ Race—no, this was not musical. The instructions given were that while covering a matter of twenty-five yards, the feet must not once touch the ground. However, by manipulating the two pieces of paper which were provided, the winners managed to interpose a piece of paper between the foot and the ground each step. It can be done, folks, but your progress must necessarily be about as fast as it is elegant.

Great Day for the Kiddies

The sun never danced more merrily on the waters in the Straits than it danced

A general view of the picnic grounds. Below the crowd boarding the boats for Bowen Island.

A view of the nail driving contest in which there was much amusement and many blackened thumbs.

in the laughing eyes of the dozens of little boys and girls as they lined up for the several events provided for them; and all who entered got a prize—even the little girl who stood paralyzed at starting post while the rest sped to the goal, was taken along by the starter, and given a prize. On the boats going home in the evening, a drawing was made for a large oil stove and several other prizes—and here the only mistake of the day occurred—but somebody has to draw blanks.

The picnic committee was made up of C. Clarke, J. F. Merilees, S. McElroy, and the secretary of the Grocers' Association, T. J. Corley.

The officials of the various sports and entertainments are as follows:—

Judges—W. H. Walsh; E. McTaggart; T. H. White; T. F. McDowell. Starters—W. Beeton; A. A. Blain; S. Pritchard; R. Thompson. Tug-of-war—E. G. Harris; Tom Shaughnessy; W. T. Ferguson; Groundsmen—Messrs. McNaught; Tullidge; Robb; Lincoln; Ewart; Sewell; Crozier and Begg. Announcer—S. McElroy. Music and Dancing—S. McElroy. Refreshments—E. A. Davy and S. Swan. Prizes—F. McCready.

An orchestra was provided in the pavilion, and dancing was enjoyed in the evening.

PROPOSED RETAILERS' TOUR ABANDONED FOR PRESENT

It has been officially announced that the proposed coast to coast excursion of merchants planned by the Retail Merchants' Association would not this year materialize. This is a great disappointment to a large number of merchants throughout the Dominion who had intended to join the excursion. The unsettled business conditions, however, throughout Canada, together with the poor crop prospects in various parts of the country, especially in the West, have prevented the plans of the executive from being carried out for this year, at any rate.

There is a strong probability, however, that next year when business conditions are on a more stable basis and the country begins to settle down after the war, and the railroad companies are in a better position to deal with extra traffic and to grant special rates, that the coast to coast excursion will become an accomplished fact.

SPANISH OLIVE OIL REGULATIONS

In permitting the export from Spain of 90,000 tons of olive oil by royal order of last January, a deposit equal to 50 per cent. of the amount to be exported was required. The regulations for the deposits of olive oil thus retained are somewhat modified by the royal order of April 29, which provides that such depots must be in towns where there is a railroad station and be located not more than 2 kilometers (1.24 miles) from the station. These depots are under inspection, and the oil must be sold or appropriated after sixty days or, if sold at auction, withdrawn within thirty days thereafter.

"Best Yet," Says the Public

Vancouver Butchers' Picnic and Barbecue Outstrips All Former Picnics in Popular Favor—A Record Crowd

Special to CANADIAN GROCER.

VANCOUVER, B. C., August.—With the slogan, "Do all you can to give the others a good time," the annual butchers' picnic and barbecue was run off at Mahon Park, North Vancouver, on Wednesday, August 6. The public knows by experience just what the butchers mean when they start out to give the public a treat, the attendance proved it.

The greasy pole created screams of laughter; the greasy pig was as elusive as ever, especially as he was chased around by one of the butchers attired in frills and furbelows.

There were races for all; high jumps, broad jumps, sprinting and novelty races.

Oh! That Barbecue

But, oh boy! That barbecue! The best beef that the country ever produced was butchered to make a royal holiday. The official statistician has figured how many rich, juicy young beef sandwiches can be cut from a large beef, but anyway, six thousand hands reached over the counter for some, and three thousand people agreed that they were good. And then there was ham when the beef was done.

Dancing on the Green

The Grandview band played all afternoon and dancing on the green was the order of the day. The P. Burns team won a fiercly contested tug-of-war series, and the wholesalers lifted the baseball cup. After a few spirited boxing and wrestling matches put on with the assistance of the Gilmore Athletic Club, the best sports day yet held was concluded to the strains of God Save the King.

VACATION FOR PRODUCE TRAVELLERS

Travellers of the wholesale fruit and produce trade will not call on retail merchants, either in the city or in the country, from August 9 to August 18. Arrangements have been made to give the travellers their annual vacation during this period.

VANCOUVER BOARD OF TRADE MAKES TOUR OF INVESTIGATION

The Board of Trade excursion which left Vancouver on Thursday, July 24, has completed its journey, which took the members through the greater part of the northern interior, familiarizing themselves with conditions of these lesser known parts of the province.

The names of those in the party were: E. S. Vanderwoort, F. W. Welch, A. C. I. Weeks, C. L. Lightfoot, F. Smith, J. F. Malkin, J. G. Glashin, R. B. Francis, G. Pettapiece, J. Hanbury, G. H. Cottrell, D. Y. Gorrie, W. J. Twiss, W. C. Mackenzie, G. T. Cunningham, E. J. Coyle, A. C. Fraser. G. Kellett. N. Thompson, Stanley Black, J. J. Banfield, E. A. Paige, A. Lamb, Dr. A. S. Monro, H. Webb, D. M. Macdonald, R. W. Douglas, J. W. Clark, Roy Brown, F A. Dietrich and Mrs. Dietrich, F. P. Wilson, C. Spencer, I. J. McLay, A. J. Smith, W. E. Payne, J. Clough, J. R. Waghorn, C. A. M. Cator, Dr. J. F. Clark, H. J. Littler, Alderman J. J. McRae, Alderman W. C. Shelly, J. Stevens, Capt. Brown, Albert Davidson, Capt. C. H. Nicholson, H. G. Eakens and J. Stevenson.

The Retail Butchers of Vancouver picnic. The barbacue one of the features of the day

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

THE market conditions throughout the country, as a rule, are good, as summer months go. There is a noticeable shortage of sugar, and flour stocks are beginning to show somewhat similar conditions. Generally speaking, the tendency of the market is toward higher rather than toward lower figures.

TORONTO—Three sugar refineries have announced an advance of 55 cents per cwt. on sugar quotations. These refineries are closed down, having to cease operations for the time being, because of the shortage of raws. The marine strike, it is also maintained, has interfered with the shipments of raw sugars. The new raws are now coming on the market and it is to the higher quotations on these that the advance is attributed. Supplies among wholesalers are exceedingly scarce, and some houses have advised their travellers not to take orders promising any particular brand or container. Orders consist of only a certain number of pounds to each customer, until supplies show improvement. All packaged goods are at strong levels, and cereals in bulk, too, are very firm. Canned goods are selling well at high figures, but dried fruits have been pretty well cleaned up, and in some instances the market is almost bare. Seedless raisins are selling as high as 20 and 22 cents per pound. There are still some small sizes of prunes on the market, but dried peaches and apricots are practically off the market until the new crop is ready. Quotations on shelled nuts are very strong, walnuts having advanced to from 88 to 90 cents per pound. Spanish peanuts are now quoted at 20 cents. The spice market is tending to higher levels, and some changes are noted this week. Cream of tartar is very scarce, the market being almost bare. Teas and coffees are steady and strong, and the likelihood is that spot prices of teas will advance before long. No improvement is noted in the situation in rices.

In produce lines there are practically no changes this week. There is an endeavor on the part of packers to buy hogs at lower figures, but quotations are still around $23. All pork products are firm. Cheese is inclined to be easier, with butter and eggs holding steady.

MONTREAL—Interest centres around the increase made last week-end of 55c per 100 lbs. for refined sugar. Other sugars are also advanced, although one refiner has not altered his prices. The reasons assigned for the increase made are those of excessive exchange rates, operating cost increases, marine strike at New York, which tied up deliveries, forcing the closing of sugar refineries here.

Other advances made are those for various jams and jellies, canned strawberries, Brazil nuts, rice, cane syrups, oats, barley and health tonic. There is also a very firm market in spices, teas, coffees, while cocoa is firming again at outside points. Cereals are firm, but unchanged, while bran and shorts are commanding high prices, the supplies being limited.

Among the declines of the week are those for linseed meal, special cheese, canned peas, new ripe tomatoes, while the position should soon ease on oranges and lemons and on new potatoes, the latter arriving very freely. Business is said to be exceptionally good, actual sales totaling large.

WINNIPEG—There is a considerable shortage of sugar noticeable through the West and stocks are difficult to obtain. Refiners report that they are sold far ahead. Confectionery is offering at considerably advanced figures, the advance being due to added labor costs. Considerable excitement is noticeable in the bean market, and stocks are limited. Currants, too, promise to be a light supply. British Columbia apples are coming on the market at higher figures than in previous years. In produce lines there is an easier feeling, pork products and butter showing a decline, while eggs are expected to go lower.

QUEBEC MARKETS

MONTREAL, Aug. 6—The greatest interest of the week in point of price change is that of an increase in the basis for refined sugars and other grades of sugar. This amounts to 55c for the product of all refineries, save one. There are some other changes referred to at length elsewhere.

Big Advance Made For Health Tonic

Montreal.

IRON AND WINE.—An advance has been made in the price of Dunlop's Beef, Iron and Wine. This sold formerly at $6.10 per doz. The present quotation is $10.50 per doz.

Linseed Meal Down; Cheese Prices Less

Montreal.

MEAL, CHEESE.—Linseed meal, on which a recent advance was given in these columns, has declined from 14c to 12c per lb.

Prices now obtaining for MacLaren's Imperial cheese are quoted less in one quarter. The new prices are as follows: Individual, per doz., $1.50; small, $2.90; medium, $5.50, and large, $11. The prices for Roquefort are $2.35 for the small, and $4 for large.

Sugar Advanced An Increase of 55c

Montreal.

SUGAR.—Advances have been made effective on refined sugar. The increase is 55c per 100 lbs., and dates from August 8th and 9th. The new prices apply to the various brands with the exception of that of the Canada Sugar Refineries, and the change came rather unexpectedly.

Changes have come about in the situation lately, which were not at all anticipated a few weeks ago. In fact, CANADIAN GROCER has been regularly posted from week to week on the situation, and refiners have stated their belief that there would be no change. Among the contributing reasons given for the advances are those of higher exchange, increased operating costs through advances in wages and the serious marine strike at New York, which lasted 17 days. In addition to the changes made for refined sugar, special sugars are also advanced and the changes are embodied in the list below.

Atlantic Sugar Company, extra granulated sugar, 100 lbs.	10 50
Acadia Sugar Refinery, extra granulated	10 50
St. Lawrence Sugar Refinery	10 50
Canada Sugar Refinery	9 95
Dominion Sugar Co., Ltd., crystal granulated	10 50
Icing, barrels	10 70
Icing, 25-lb. boxes	11 10
Icing, 50-lb. boxes	10 90
Do., 1-lb.	12 20
Yellow, No. 1	10 10
Yellow, No. 2 (Golden)	10 00
Yellow, No. 3	9 90
Powdered, barrels	10 60
Powdered, 50s	10 80
Powdered, 25s	11 08
Cubes and Dice (asst. tea), 100-lb. boxes.	11 10
Do., 50-lb. boxes	11 20
Do., 25-lb. boxes	11 30
Do., 2-lb. pack	11 50
Paris lumps, barrels	10 55
Paris lumps (100 lbs.)	10 65
Paris lumps ('0-lb. boxes)	10 75
Paris lumps (25-lb. boxes)	10 95
Paris lumps (cartons, 5-lb.)	11 70
Do. (cartons, 2-lb.)	12 45
Crystal diamonds, barrels	11 10
Crystal diamonds (boxes 100 lbs.)	11 20
Crystal diamonds (50-lb. boxes)	11 30
Crystal diamond (25-lb. boxes)	11 50

Canned Peas Less; Jams; Berries More

Montreal.

CANNED GOODS.—A readjustment of prices on canned peas has been made effective by one jobber and standards are now selling at $1.85 to $1.90, and Early June at $1.92½ to $1.97½. There has been also a change in No. 2 canned strawberries, the price advancing 30c per doz. to $4.80. Various jams are higher also. This applies to the Aylmer line right through in glass, tin and wood, as well as to marmalade and syrup fruits of this make. The changes are very different so that no uniform advance can be quoted. Compound jams are also higher.

Canned Fruits—		
Apples, 2½s, doz.	1 40	1 65
Do., 3s, doz.	1 80	1 95
Do., gallons, doz.	....	5 25
Blueberries, 2s	....	2 40
Currants, black, 2s, doz.	....	4 65
Do., gallons, doz.	....	16 00
Cherries, red, pitted, doz.	2 90	3 20
Gooseberries, 2s, doz.	....	3 00
Do., 2s (pails)	2 77½	2 80
Peaches, 20 oz., doz.	....	....
Do., No. 2	2 80	3 00
Do., 2½ (best)	3 75	4 00
Pears, 2s	2 50	2 90
Do., 2½s	....	3 25
Do., 2s (light syrup)	....	1 90
Pineapples (grated and sliced), 2s	....	3 60
Do., 2½s	....	4 50
Plums—Lombard	2 00	2 20
Gages, Green, 2s	....	2 45
Do. (light syrup, 2s	....	2 00
Raspberries, 2s	4 00	4 25
Do., 2½s	....	2 60
Strawberry, 2s	....	4 80
Canned Vegetables—		
Asparagus (Amer.) mammoth green, doz.	....	5 75
Asparagus, imported (2½s)	4 85	5 25
Beans, Golden Wax	1 95	2 00
Beans, Refugee	....	1 75
Beets, new sliced, 2-lb.	....	0 95
Corn (2s)	2 10	2 35
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 25	7 50
Spinach, 3s	....	2 85
Spinach, California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Tomatoes, 1s	0 95	1 00
Tomatoes, 2s	....	1 50
Tomatoes, 2½s	....	2 10
Tomatoes, 3s	1,95	2 10
Tomatoes, gallons	6 00	7 ##2½
Pumpkin, 2½'s (doz.)	....	1 10
Pumpkins, gallons (doz.)	....	3 25
Peas, Standards	1 85	1 90
Peas, early June	1 92½	1 97½
Peas, extra fine, 2s	....	3 00
Do., fancy, 20 oz.	....	1 67½
Potatoes, Can. sweet, 2½-lb tins	...	....
Do., 2-lb. tins	....	2 75
Olives (in bls. 49 wine gals.), gal.	....	1 35
Canned Fish—		
Salmon—		
Chums, 1-lb. talls	....	1 90
Do., ½s, flat	....	1 00
1 lb. talls, cases 4 doz., per doz.	4 50	4 80
Pinks, 1-lb. flat	....	2 25
Pinks, 1-lb. talls	2 60	2 75
Pale, ½-lb., doz.	....	1 87½
Pale, 1 lb., doz.	....	2 37½
Pinks, ½-lb., doz.	....	1 62½
Cohoes, 1-lb. talls	....	3 75
Cohoes, 1-lb. flats	....	2 25
Cohoes, ½ lbs., flat	....	1 75
Red Springs, 1-lb. talls	4 00	4 60
Red Springs, ½ lb.	....	2 45
White Springs (1s)	....	2 30
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	....	2 25
Labrador salmon, 1-lb. flat	....	3 60
Pilchards, 1-lb. talls	1 90	2 00
Whale Steak, 1-lb. flat	....	1 90
Herrings, kippers, dz. (4 dz. case)	....	2 25
Herrings (tomato sauce), doz.	2 25	2 50
Haddies (lunch) (½-lb.)	....	1 00
Haddies, chicken (4 doz. to case), doz.	2 25	2 35
Canadian sardines (case)	6 25	6 75
Norwegian sardines, per case of 100 (¼s)	....	25 00
Oysters (Canned)—		
5 oz., doz.	....	2 60
10 oz., doz.	....	4 20
Lobsters, ¼-lb., doz.	....	3 25
Do., ½-lb. tins, doz.	....	5 10
Do., 1-lb. talls	....	8 25
Do., ¾-lb., doz.	....	6 00
Do., 1-lb. flats	....	8 25
Lobster paste, ½-lb. tins	....	3 50
Sardines (Amer. Norweg'n style)	....	14 50
Sardines (gen. Norwegian)	....	25 00
Sardines—Canadian brands (as to quality), case	6 25	17 50
Sardines, French	....	32 00
Scallops, 1-lb., doz.	....	3 25
Do., Eastern trade	....	2 65
Do., Winnipeg and Western	....	2 85
Scotch Snack, No. 2, doz.	....	4 50
Shrimps, No. 1	2 25	2 50
Crabs, No. 1 (cs 4 doz.)	....	6 75
Crab meat (Japanese), doz.	....	6 50
Clams (river) (1 lb.), doz.	....	1 90
Scotch Snack, No. 1, dz., Montreal	....	2 50

Brazil Nuts Higher; Other Advances Likely

Montreal.

NUTS.—Increased prices are effective for Brazil nuts and the trade is getting, in some case, as much as 33c per lb. There is a scarcity, not only of these, but of almonds and walnuts, and peanuts are not too plentiful. One large importer stated that the present selling prices on some of these named varieties in Canada were at least 5c per lb. lower than present purchase prices at outside points.

Almonds, per lb.	....	0 28
Almonds (shelled)	0 57	0 60
Almonds (Jordan)	....	0 70
Brazil nuts (new)	0 29	0 33
Brazil nuts (medium)	0 15	0 17
Filberts (Sicily), per lb.	0 27½	0 31
Filberts, Barcelona	0 26½	0 30
Hickory nuts (large and small), lb.	0 10	0 15
Pecans (new Jumbo), per lb.	0 32	0 35
Peanuts—		
Jumbo	0 20	0 23
Fancy	0 16	0 17
Extras	0 12	0 14
Shelled, No. 1, Spanish	0 20	0 21
Salted Spanish, per lb.	0 25	0 26
Shelled, No. 1 Virginia	0 16½	0 18
Do., No. 2	....	0 14
Peanuts (salted)—		
Fancy wholes, per lb.	....	0 38
Fancy splits, per lb.	....	0 33
Pecans (new Jumbo), per lb.	0 32	0 35
Pecans, large, No. 2, polished	0 32	0 35
Pecans, New Orleans, No. 2	0 21	0 24
Pecans, "paper shell," extra large Jumbo	....	0 60
Walnuts (Grenoble)	0 29	0 35
Walnuts (new Naples)	0 23	0 25
Walnuts (shelled)	0 78	0 80
Walnuts (Spanish)	0 30	0 33

Note—Jobbers sometimes make an added charge to above prices for broken lots.

Beans Are Higher; In Active Demand

Montreal.

BEANS.—An excellent demand exists for beans from the United States and CANADIAN GROCER understands that many round lots are finding their way to New York. This is one of the reasons assigned to the increases now developing in this market and already one jobber has increased his quotations on Canadian beans. The market is very firm.

Canadian, hand-picked, bush...	5 40	5 70
British Columbia	....	5 00
Brown Beans	3 50	4 00
Japanese	4 50	4 60
Yellow Eyes	....	5 50
Lima, per lb. (as to quality).	0 10	0 12
Kidney beans	6 00	6 50
Peas, white soup, per bushel....	3 25	3 50
Peas, split, new crop (98 lbs.)..	....	6 50
Peas (blue)	0 08	0 09

Difficulty is That Of Getting Fruits

Montreal.

DRIED FRUIT.—There has been much difficulty in securing supplies of fruits in any but small quantities. The jobbers are fairly well supplied with some lines and yet stocks are very incomplete. Prunes, for instance, are available only in odd sizes, some jobbers having a certain range and others a slightly different one. It is expected that there will be a shortage of some lines. Evaporated apples may be more readily available if the prospect of a good Canadian crop continues bright.

Apricots, slabs	....	0 25
Apples (evaporated)	....	0 22
Peaches (fancy)	....	0 27
Faced	0 19	0 20
Choice	0 20	0 24
Extra choice	0 21	0 24
12 oz., per pkge.	0 16	0 18
Pears	....	0 25
Drained Peels (old)—		
Citron	....	0 45
Lemon	....	0 36
New—Lemon	0 41	0 42
Orange	0 43	0 44
Citron	0 59	0 60
Raisins—		
Bulk, 25-lb. boxes, lb.	0 18	0 20
Muscatels, 2 crown	....	0 16
Do., 3 crown	....	0 17
Cal. seedless, cartons, 16 oz....	0 17	0 19
Choice seeded, 12 oz.	....	0 12
Fancy seeded, 16 oz. pkge.	....	0 14
15 oz.	....	0 17
11 oz.	....	0 13
Choice seeded, 15 oz.	....	0 16
Seedless, 11 oz. pkge.	....	0 14
Seedless, 15 oz. pkg.	....	0 20
Currants, old pack, 15 oz.	0 27½	0 28
Currants (Amarites), loose	....	0 27½
Dates, Excelsior, per case (36-10s)	....	6 50
Packages only	0 19	0 20
Do., Dromedary (36-10 oz.)	....	7 75
Packages only, Excelsior	....	0 20
Do., Dromedary	....	0 22
Figs (layer), 10-lb. boxes	2 60	3 00
Figs, white (70 4-oz. boxes)	....	5 40
Do. (28 8-oz. boxes)	....	3 50
Do. (12 10-oz. boxes)	....	2 20
Figs, Spanish (cooking), 22-lb. boxes	....	0 14
Prunes (25-lb. boxes)—		
30-40s	....	0 32
60-70s	....	0 25
70-80s (25-lb. box)	....	0 22
80-90s	....	0 19
90-100s	0 15	0 17
100-120s	....	0 14
Peels—		
Orange	....	0 37
Cut mixed (1-lb. cartons), doz.	4 10	4 80
In 36 lb. case	....	12 75
Cut, 10-lb. boxes (lb.)	....	0 48

Choice of Rices Narrows; Advances

Montreal.

RICE, TAPIOCA.—There being little chance of getting more stock of rice forward, the jobbers are finding their range of better grades narrowing all the while. It is doubtful if there will be any improvement before the new crops begin to arrive. Broken rice is up 50c per cwt. to $7.50 this week. Flake tapioca is advanced in one quarter to 12½-13c.

Carolina	....	17 00
Honduras	....	18 00
Siam No. 2	....	12 00
Siam (fancy)	....	12 00
Rangoon "B"	10 75	11 00
Rangoon CC	10 50	10 75
Mandarin	....	11 75
Pakling	....	13 00
Patna	0 14	0 15
Broken rice	....	7 50
Tapioca, per lb. (seed)	0 15	0 16
Tapioca (pearl)	0 15	0 16
Tapioca (flake)	0 12½	0 13

Note.—The rice market is subject to frequent change and the price basis is quite nominal.

Cane Syrups Up; Corn Grades Firm

Montreal.

SYRUPS, MOLASSES.—Advances are made this week in the price of cane sugar syrups. The increase amounts to 50c per case and to 25c per 100 lbs. for bulk lots. This is in accordance with the advance made for refined sugars. There are no changes for corn syrups and molasses, while firm and steady, is unchanged and rather a slow mover.

Corn Syrups—		
Barrels, about 700 lbs., per lb.	....	0 08¼
Half bbls.	....	0 08½
Kegs	....	0 08¾
2-lb. tins, 2 doz. in case, case	....	5 45
5-lb. tins, 1 doz. in case, case	....	6 05
10-lb. tins, ½ doz. in case, case	....	5 75
20-lb. tins, ¼ doz. in case, case	....	5 70
2-gal. 25-lb. pails, each	....	2 60
3-gal. 38½-lb. pails, each	....	3 85
5-gal. 65-lb. pails, each	....	6 25
White Corn Syrup—		
2-lb. tins, 3 doz. in case, case	....	5 95
5-lb. tins, 1 doz. in case, case	....	6 55
10-lb. tins, ½ doz. in case, case	....	6 25
20-lb. tins, ¼ doz. in case, case	....	6 20
Cane Syrup (Crystal) Diamond—		
2-lb. tins, 2 doz. in case, per cs.	....	7 50
Barrels, per 100 lbs.	....	10 00
Half barrels, per 100 lbs.	....	10 25
Glucose, 5-lb. cans (case)	....	4 80

	Prices for Island	Prices for Montreal
Barbadoes Molasses—		
Puncheons	0 98	1 03
Barrels	1 01	1 06
Half barrels	1 03	1 08
Antigua Molasses—		
Puncheons	....	0 95
Barrels	....	0 98

Note—Prices on molasses to outside points average about 3c per gallon less.

Honey is Expected To Be Plentiful

Montreal.

HONEY, MAPLE PRODUCTS. — While there is little new honey to be had as yet, the movement ought soon to begin. It is apparent, from the reports available, that the Quebec production will be quite large. In this case the prices ought to be no higher than they now are and probably they will be less. A large lot of last year's production was recently offered on a lower basis.

Maple sugar and syrup are moving in a seasonable way only.

Maple Syrup—		
13½-lb. tins (each) (nominal)	2 50	2 60
10-lb. cans, 6 in case, per case	15 10	20 15
5-lb. cans, 12 in case, per case	17 10	21 05
2½-lb. cans, 24 in case, per case	18 50	21 30
Maple Sugar (nominal), small lots	0 27	0 32
Honey, Clover—		
Comb (fancy)	....	0 30
Comb (No. 1)	....	0 28
In tins, 60 lbs., per lb.	....	0 26
30-lb pails	....	0 27
10-lb. pails	....	0 28
5-lb. pails	....	0 28
Buckwheat, 6-lb. tins., lb.	0 19	0 20

Spice Undertone Firms; Fair Trade

Montreal.

SPICES.—The trade in spice is quite a satisfactory one, speaking seasonably. The stocks in hand are ample to meet the present demands, and yet prices, to replace, are fully maintained at outside import centres. The indications are for continued strength until imports can be made on a satisfactory buying basis.

Allspice	0 20	0 22
Cassia (pure)	0 32	0 35
Cinnamon—		
Rolls	....	0 55
Pure ground	0 35	0 40
Cloves	0 55	0 65
Cream of tartar (French pure)	0 85	0 90
American high test	0 80	0 85
Ginger	0 28	0 38
Ginger (Cochin or Jamaica)	....	0 30
Mace	0 80	1 00
Mixed spice	0 30	0 32
Nutmegs, whole	0 60	0 70
Do., ground	0 60	0 65
Pepper, black	0 38	0 40
Pepper, white	0 50	0 55
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 27
Paprika	0 65	0 70
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	1 00	1 10
Cardamon seed, per lb., bulk	....	2 00
Carraway (nominal)	0 75	0 80
Cinnnamon, China, lb.	....	0 30
Cinnamon, per lb.	....	0 35
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Shredded cocoanut, in pails	0 21	0 28
Pimento, whole	0 20	0 22

For spices packed in cartons add 4½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

Teas Hold Steady; Late Crop Easier

Montreal.

TEAS.—The movement has been quite satisfactory to the Montreal trade and there is evidence of betterment coming. Latest cables point out that best grade Japans are, and will be, higher. The only change from the strong position held for some time past is when the lower grades of late crop teas are considered. Take the Government standard tea, for instance, which sells at 24c per lb. The nearest new crop tea comparable to this in "cup quality," but not in leaf, is quoted in a comparative way at 22¾c. These teas will not cut much figure, probably, in the imports coming forward here, and they will not be available for some months yet.

Pekoe, Souchongs, per lb.	0 45	0 47
Pekoes, per lb.	0 49	0 52
Orange Pekoes	0 53	0 55
Japan Teas—		
Choice (to medium)	0 65	0 75
Early picking	0 65	0 70
Javas—		
Pekoes	0 39	0 41
Orange Pekoes	0 44	0 47
Broken Orange Pekoes	0 40	0 43

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Coffee Has Held; Cocoa May Advance

Montreal.

COFFEE, COCOA. — No material change has been made in the coffee situation. The movement has been an active one and the tonnage passing out to the trade larger than is usual at this season of the year. The general tendencies are firm.

Cocoa, while not a big seller at this time, is in a very strong position and further increases in its price may be made if the import costs are as high as present indications suggest they will be.

Coffee—		
Bogotas, lb.	0 43	0 45
Jamaica, lb.	0 38	0 41
Maracaibo, lb.	0 38	0 42
Mocha (types)	0 42	0 45
Mexican, lb.	0 42	0 44
Rio, lb.	0 36½	0 38½
Santos, Bourbon, lb.	0 43	0 45

Santos, lb.	0 42	0 44
Cocoa—		
In 1-lbs., per doz.	....	5 25
In ½-lbs., per doz.	....	2 75
In ¼-lbs., per doz.	....	1 45
In 10s size, per doz.	....	1 10

New Wheat To Be Milled Soon

Montreal.

FLOUR.—Millers are still doing some business at their plants, although the actual volume of wheat ground these days is limited. The basis has held without change. Stocks are getting low and are, in many cases, pretty well cleaned up. The undertone is very firmly held.

Standard Wheat Flours—		
Straight or mixed cars, 50,000 lbs. on track, per bbl., in (2) jute bags, 98 lbs.	....	11 00
Per bbl., in(2)cotton bags, 98 lbs.	....	11 15
Small lots, per bbl. (2) jute bags, 98 lbs.	....	11 30
Winter wheat flour (bbl.)	11 00	11 50

Cereal Lists Hold And No Advances

Montreal.

CEREALS.—No changes of importance have been made from the basis of last week, although reports have circulated that there was an easier oat market. The movement of rolled oats and oatmeals, cornmeal and special cereals is somewhat limited, while the package cereals are seasonably popular and therefore are moving freely.

Self-raising Flour—		
3-lb. pkgs., doz.	....	2 90
6-lb. pkgs., doz.	....	5 70
Cornmeal, Gold Dust	....	6 00
Golden	....	5 50
Barley, pearl	5 75	6 00
Barley, Pot, 98 lbs.	5 00	5 25
Barley (roasted)	....	7 50
Buckwheat flour, 98 lbs.	5 50	6 00
Cornflour, white	....	6 00
Rice flour	8 75	9 00
Hominy grits, 98 lbs.	5 75	6 00
Hominy, pearl, 98 lbs.	6 50	7 25
Graham flour	5 75	5 90
Oatmeal (standard - granulated and fine)	6 00	6 30
Oatmeal, fine cut, in pkgs., c/s	....	4 60
Peas, Canadian, boiling, bush.	4 00	5 50
Split peas (per 98 lbs)	6 00	6 50
Rolled oats, 90-lb. bags	5 25	5 50
Rolled oats (family pack.), case	....	5 60
Rolled oats (small size), case	....	2 00
Oat flakes (case 20 pkgs.)	....	5 30
Rolled wheat (100-lb. bbls.)	7 10	8 00
Porridge Wheat—		
Packages, 36 in case	....	6 00
Packages, 20 in case (family pack.)	....	5 80
Puffed wheat, c/s	....	4 25
Wheat Food, 18, 1½s	....	3 25
Tapioca flour, lb.	0 15	0 16

Bran and Shorts Bring High Prices

Montreal.

FEEDS.—While the basis for bran and shorts is unchanged in a quotable way, several dollars per ton are being secured by those selling the products, in some instances. The supplies, as is usually the case at this season, are reduced. Stockmen and dairymen wanting either bran or shorts are paying full prices for them.

Feeds—		
Shorts—		
Mixed cars	....	44 25
Bran—		
Mixed cars	42 00	42 25
Crushed oats	60 00	68 00
Barley chop	60 00	70 00
Special, middlings	....	56 00
Feed flour (98 lbs. sack)	3 50	3 75
Gluten Feed (22% Protein)—		
F.O.B. Cardinal	....	56 50
F.O.B. Fort William	....	55 00

Hay Holds; Barley And Oats Higher

Montreal.

HAY AND GRAIN.—No changes are made in the hay market and the sales are decidedly small. The price basis has advanced three cents for barley over the quotations of last week, and oats, also, have increased in a like amount.

Good, No. 1, per 2,000-lb. ton	....	30 00
Do., No. 2	....	27 00
Do., No. 3	....	25 00
Straw	....	11 00
Oats—		
No. 2 C.W. (34 lbs.)	....	1 02½
No. 3 C.W.	....	1 01
Extra feed	....	1 01
No. 1 feed	....	0 99
No. 2 feed	....	0 93
Barley—		
No. 3 extra	....	1 46
No. 3	....	1 45
No. 2	....	1 46

Note—These prices are at elevator and bags and bagging are not included.

Oranges Easier But Fruit High

Montreal.

GREEN FRUITS.—While there has been no actual decrease in prices, the tendency has been easier on oranges. The movement is fairly good. Lemons are slow and the price basis, while unchanged, is not firm. A larger variety of apples is gradually appearing, although the varieties are not any too inviting. Montreal melons are appearing and are, of course, high in price.

Apples—		
Hampers	3 50	3 75
Apricots, box	....	3 25
Bananas (as to grade), bunch	5 00	6 00
Blueberries, qt.	....	0 30
Do., (11 baskets)	....	2 00
Cherries (California) (large)	....	2 10
Currants, black, gal.	....	1 50
Canteloupes (size 35-45)	5 50	6 50
Grapefruit (fancy Porto Rico)	4 50	5 50
Gooseberries, gallon	....	1 00
Grapes (basket, 30 lbs.)	4 00	4 50
Lemons, Messina	6 00	7 00
Melons (Montreal)	1 00	1 50
Watermelons, each	0 75	1 00
Pears, California ,110 size)	4 25	5 00
Peaches, Cal. (box)	2 25	2 75
Plums, box	3 25	3 75
Oranges, Cal., Valencias	....	4 25
Do., 150	....	4 50
Do., 176	....	5 00
Do., 200-216	....	5 00
Blood oranges	....	4 50
Raspberries, qts.	0 30	0 35

Bigger Supplies Reduces Tomatoes

Montreal.

TOMATOES.—Supplies of tomatoes are coming to hand abundantly and the market is flooded with splendid qualities. The Montreal variety are selling this week at $1.75 per 30 lb. box, and there will be a lowering of prices still, in all probability. Potatoes ,too, are due for a decline, as the supply is fast growing and some excellent stock is offered.

Beans, new string, Montreal, 20-lb. bag	0 75	1 00
Beets, new, doz. (Montreal)	....	0 50
Cucumbers (Montreal), doz.	....	0 50
Chickory, doz.	....	0 75
Cauliflower (Montreal), doz.	2 00	2 50
Cabbage (Montreal), doz.	....	0 50
Carrots (new), doz.	....	0 50
Celery, doz.	....	1 00
Corn (per bog, 10 doz.)	1 00	1 25
Lettuce (curly), box	....	0 15
Lettuce (Montreal), head	....	0 50
Leeks	....	2 00
Mint	....	0 30
Mushrooms, lb.	....	1 75
Basket (about 3 lbs.)	....	4 00
Onions, Texas, hamper	....	4 00
Do., Red (bunches), doz.	....	1 00
o. Red (bunches), doz.	....	1 00
Parsley (Canadian)	....	0 20
Peas (Montreal), bag	....	3 00
Potatoes, Montreal (90-lb. bag)	....	1 25
Potatoes, new, bbl.	....	4 25
Radishes, doz.	....	0 20
Rhubarb ,doz.	....	0 25
Spinach, box	....	0 75
Turnips, Quebec	....	3 00
Do., new, doz.	....	0 40
Tomatoes (Montreal) (30-lb. box)	....	1 75
Do., hothouse, lb.	....	0 35

ONTARIO MARKETS

TORONTO, Aug. 15—An advance of 55 cents per cwt. on sugar quotations, by three refineries, is the feature of the markets this week. Sugar is in scarce supply, and refineries continue to be away behind in deliveries. Supplies among the wholesalers are very light, and only small allotments are being made to retailers. The tendency in most other lines is strong, with quotations for the most part remaining steady.

Some Refineries Advance Sugar

Toronto.

SUGAR.—The sugar situation shows little improvement as far as increased supplies are concerned, and on top of the shortage comes this announcement from three refineries that quotations have advanced 55c per cwt., the quotation of St. Lawrence, Atlantic and Acadia now being $10.71. Some of the refineries are closed down because of their inability to secure raw sugars, on account of the marine strike. New raws are now beginning to come along, and prices on them are very much higher, being largely responsible for the higher quotations on the refined article. The next three weeks, some refiners state, will be the worst period as it will likely be that time before the new raws are refined in any quantities. The shortage then should not be quite as pronounced.

St. Lawrence, extra granulated	10 71
Atlantic, extra granulated	10 71
Acadia Sugar Refinery, extra granulated	10 71
Can. Sugar Refinery, extra granulated	10 16
Dom. Sugar Refinery, extra granulated	10 16

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis; 60-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies, 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2s, 55c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 70c. Yellows same as above.

Molasses and Syrups Steadily

Toronto.

MOLASSES, SYRUPS.—The market for molasses and syrups is strong, with no change in quotations. There is not a

strong demand for either syrups or molasses, but the strong quotations prevailing on raw corn is keeping syrup prices firm.

Corn Syrups—		
Barrels, about 700 lbs., yellow, per lb.	....	$0 08¼
Half barrels, ¼c over bbls.; ¼ bbls.	bbls.,	½c over
Cases, 2-lb. tins, white, 2 doz. in case	....	5 95
Cases, 5-lb. tins, white, 1 doz. in case	....	6 55
Cases, 10-lb. tins, white, ½ doz. in case	....	6 25
Cases, 2-lb. tins, yellow, 2 doz. in case	....	5 45
Cases, 5-lb. tins, yellow, 1 doz. in case	....	5 85
Cases, 10-lb. tins, yellow, ½ doz. in case	....	5 75
Cane Syrups—		
Barrels and half barrels, lb.	0 08	....
Half barrels, ¼c over bbls.; ¼	bbls.,	½c over.
Cases, 2-lb. tins, 2 doz. in case	....	7 00
Molasses—		
Fancy, Barbadoes, barrels	1 10	1 15
Choice Barbadoes, barrels	....	1 00
West India, bbls., gal.	....	0 44
West India, No. 10, kegs	....	6 50
West India, No. 5, kegs	....	3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	4 90
Tins, 3-lb. table grade, case 2 doz., Barbadoes	....	6 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	5 30
Tins, 10-lb., ½ doz. to case, Barbadoes	....	5 20
Tins, No. 2, baking grade, case 2 doz.	3 50	4 00
Tins, No. 3, baking grade, case of 2 doz.	4 70	6 50
Tins, No. 5, baking grade, case of 1 doz.	3 75	6 20
Tins, No. 10, baking grade, case of ½ doz.	3 60	6 00
West Indies, 1½s, 48s	4 60	6 95

Package Goods Are Unchanged

Toronto.

PACKAGE GOODS. — All package lines are selling at steady prices. No changes are reported as compared with a week ago. Rolled oats is very strong, as also is corn flakes. All kinds of laundry starches are steady.

PACKAGE GOODS		
Rolled Oats, 20s round, case	....	$5 60
Do., 20s square, case	5 10	5 60
Do., 36s, case	....	4 00
Do., 18s, case	....	2 00
Corn Flakes, 36s, case	3 60	4 25
Shredded Wheat, 36s, regular, case	....	4 50
Porridge Wheat, 36s, regular, case	....	6 00
Do., 20s, family, case	....	5 80
Cooker Package Peas, 36s, case	....	3 60
West Indies, 1½s, 48s	4 60	6 95
Cornstarch, No. 1, lb. cartons	0 11½	0 11¾
Do., No. 2, lb. cartons	....	0 10¼
Laundry starch	....	0 10
Laundry starch, in 1-lb. cartons	....	0 12
Do., Do., in 6-lb. tin canisters	....	0 13¼
Do., Do., in 6-lb. wood boxes	....	0 13¼
Potato Flour, in 1-lb. pkgs.	....	0 16
Fine oatmeal, 20s	....	5 60
Cornmeal, 24s	....	3 65
Farina, 24s	....	2 35
Barley, 24s	....	2 35
Wheat flakes, 2s	....	5 40
Wheat kernels, 2s	....	4 50
Self-rising pancake flour, 2s	....	3 30
Buckwheat flour, 2s	....	3 30

Canned Goods in a Brisk Sale

Toronto.

CANNED GOODS.—There is a good demand for canned goods, although supplies of some lines are light. There is a brisk enquiry for canned salmon. There is still some sockeye on the market, the best selling at $4.75 for cases of 1 dozen tins. Considerable Alaska red salmon is also being sold. It is being imported from the United States. One or two dealers have a very small supply of canned lobster. The half pound tins are selling at $6 per doz. There is no Canadian canned corn on the market. Shipments are still being made to this market of American corn. The latter is quoted at from $2.15 to $2.25 per doz. for twos. New packed peas are selling at the opening prices announced by the canners last week, quotations being on the basis f.o.b. factories. Canned fruits are steady and strong.

Salmon—		
Sockeye, 1s, doz.	....	4 75
Sockeye, ½s, doz.	....	2 95
Alaska reds, 1s, doz.	4 25	4 50
Do., ½s	....	3 00
Chums, 1-lb. talls	2 35	2 60
Do., ½s doz.	1 35	1 45
Pinks, 1-lb. talls	2 35	2 60
Do., ½s, doz.	1 35	1 50
Cohoes, ½-lb. tins	2 00	2 10
Cohoes, 1-lb. tins	3 75	3 90
Red Springs, 1-lb. talls	3 75	4 25
White Springs, 1s, dozen	2 30	2 35
Lobsters, ½ lb., doz.	....	6 00
Do., ¼-lb. tins	....	....
Whale Steak, 1s flat doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	2 10	2 15
Canned Vegetables—		
Beets, 2s	....	1 95
Tomatoes, 2½s	....	2 25
Peas, standard	1 97½	2 02½
Peas, early June	2 12½	2 17½
Do., Sweet Wrinkle	2 40	2 45
Do., extra sifted	2 77½	2 82½
Beans, golden wax, doz.	....	....
Asparagus, tins, doz.	3 85	4 25
Asparagus butts, 2½s	....	2 50
Canadian corn	....	....
Corn, American, 2s, doz.	2 15	2 25
Pumpkins, 2½s	....	1 25
Spinach, 2s, doz.	....	1 90
Do., 2½s, doz.	2 52½	2 80
Do., 10s. doz	....	10 00
Pineapples, sliced, 2s, doz.	....	5 00
Do., shredded, 2s, doz.	....	....
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 52½
Do., standard, 10s, doz.	4 50	4 62½
Apples, gal., doz.	....	....
Peaches, 2s	....	2 87½
Pears, 2s	2 35	2 87½
Plums, Lombard, 2s	2 25	2 40
Do., Green Gage	....	....
Cherries, pitted, H. S.	4 35	4 40
Raspberries, 2s, H.S.	4 65	4 75
Strawberries, 2s, H.S.	....	5 25
Blueberries, 2s	2 10	2 35
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Jams—		
Apricot, 4s, each	....	0 90
Black currants, 16 oz., doz.	....	4 50
Do., 4s, each	....	1 10
Gooseberry, 4s, each	....	0 84
Peach, 4s, each	....	0 88
Red currants, 16 oz., doz.	....	3 45
Raspberries, 16 oz., doz.	....	4 50
Do., 4s, each	....	1 10
Strawberries, 16 oz., doz.	....	4 50
Do., 4s, each	....	1 15

Dried Fruits Are in Small Supply

Toronto.

DRIED FRUITS. — The market for dried fruits has been pretty well cleaned up, and until the new crop arrives in most lines, there will be very little to offer in prunes, apricots or peaches. Raisins, too, are in small supply, and one wholesaler stated that all he had in stock is Del Monte seedless raisins in 15 oz. packages, selling at 20c. Some other dealers are quoting seedless raisins in 15 oz. packets at 22c. Thompsons bulk seeded raisins are quoted at 20c. and there are some rain damaged Crown muscatels that are selling as low as 15¾c.

Candied Peels, American—		
Lemon	0 38	0 43½
Orange	....	0 45½
Citron	0 47	....
Currants—		
Grecian, per lb.	0 22	0 23
Australians, 3 Crown, lb.	0 20	0 21
Cherries, 2s	2 75	2 90
Dates—		
Excelsior, pkgs., 3 doz. in case	....	6 50
Dromedary, 3 doz. in case	....	7 50
Figs—		
Taps, lb.	....	....
Malagas, lb.	....	....
Comadre figs, mats, lb.	0 14	0 15
Cal., 4 oz. pkgs., 70s, case	....	5 00
Cal., 8 oz., 20s, case	....	3 25
Cal., 10 oz., 12s, case	....	2 25
Prunes—		
60-70s, per lb.	....	0 26½
100-120s, per lb.	....	0 15½
Peaches—		
Standard, 25-lb. box, peeled	....	0 20
Choice, 25-lb. box, peeled	....	0 23
Fancy, 25-lb. boxes	....	0 24
Practically peeled, 25-lb. boxes	....	0 22½
Extra choice, 25-lb. box, peeled	....	0 26
Raisins—		
California bleached, lb.	....	....
Extra fancy, sulphur, blch., 25s	....	....
Seedless, 15-oz. packets	....	0 22
Seeded, 15-oz. packets	....	0 17
Seedless, Thompson's, bulk	....	0 20
Seedless, 16-oz. packets	....	0 20
Crown Muscatels, 25s	0 15¾	0 17

Bulk Cereals Hold at Strong Figures

Toronto.

CEREALS.—Bulk cereals are holding at very strong figures. No changes are reported in quotations this week. All prices are holding very firm. Golden and fancy cornmeal are both quoted at from $5.75 to $6.25 in 98s. Oatmeal is offered at $6 25 in 98s, and rolled oats is selling at $5.75 in 90s.

	Single F.o.b.	Bag Lots Toronto
Barley, pearl, 98s	5 50	6 00
Barley, pot, 98s	4 25	4 50
Barley Flour, 98s	....	4 50
Buckwheat Flour, 98s	7 25	8 00
Cornmeal, Golden, 98s	5 75	6 25
Do., fancy yellow, 98s	5 75	6 25
Hominy grits, 98s	....	5 25
Hominy, pearl, 98s	5 00	5 25
Oatmeal, 98s	....	6 25
Oat Flour	....	4 50
Rolled oats, 90s	....	5 75
Rolled Wheat, 100-lb. bbl.	6 50	7 00
Breakfast Food No.1	....	6 15
Do. No. 2	....	6 15
Rice Flour, per 100 lbs.	....	10 00
Linseed Meal, 98s	....	6 75
Peas, split, 98s	....	6 50
Blue peas, lb.	....	0 10

Above prices give range of quotations to the retail trade.

Spot Teas Are Likely to Advance

Toronto.

TEAS.—Primary markets in teas continue strong, and the spot market is pretty well depleted as far as stocks are concerned. Consequently new buying will be at higher figures, and the quotations here are likely to show strength in the near future. The London market is still very strong, and there are very heavy demands there for Indian and Ceylon teas. Spot prices at Toronto are unchanged, compared with a week ago, but the tendency of the market is towards higher levels.

Ceylons and Indians—		
Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 56
Broken Pekoes	0 56	0 58
Broken Orange Pekoes	0 58	0 60
Javas—		
Broken Orange Pekoe	0 58	0 65
Broken Pekoes	0 40	0 45
Japans and Chinas—		
Early pickings, Japans	0 53	0 55
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Market For Rices Holding Steadily

Toronto.

RICES.—No improvement is reported this week in the market for rices. All supplies are very scarce and holding at

high levels. Increasing difficulty is being experienced in replenishing stocks and there is a very real shortage of the best qualities. Tapioca, too, is very firm, selling at from 13½c to 14½c.

Texas, fancy, per 100 lb.	17 50	18 00
Blue Rose, Texas, per 100 lbs.	....	18 00
Honduras, fancy, per 100 lbs.	....	....
Siam, fancy, per 100 lbs.	15 00	16 00
Siam, second, per 100 lbs.	13 50	14 50
Japans, fancy, per 100 lbs.	....	17 00
Do., seconds, per 100 lbs.	13 00	14 00
Chinese, XX., per 100 lbs.	....	14 00
Do., Simiu	....	16 00
Do., Mujin, No. 1	....	16 00
Do., Pakling	....	14 00
White Sago	0 13¼	0 13½
Tapioca, per lb.	0 13½	0 14½

Green Coffees Continue Upward

Toronto.

COFFEES.—The market for green coffees is very strong, and new advances are reported at primary points. As far as quotations to the trade are concerned, prices are generally upwards, and there is practically no coffee that is being sold under 45c per lb. Further advances are anticipated in the primary markets, and these undoubtedly will be reflected in the quotations to the trade here.

Java, Private Estate	$....	$ 55
Java, Old Government, lb.	0 50	0 55
Bogotas, lb.	....	0 50
Guatemala, lb.	0 46	0 50
Mexican	....	0 50
Maracaibo, lb.	0 45	0 48
Jamaica, lb.	....	0 45
Blue Mountain Jamaica	0 50	0 55
Mocha, Arabian, lb.	....	0 55
Rio, lb.	0 37	0 46
Santos, Bourbon, lb.	0 45	0 48
Ceylon, Plantation, lb.	....	
Chicory, lb.	0 30	0 32
Cocoa—		
Pure, lb.	....	0 31
Sweet, lb.	....	0 31

Market For Spices Generally Strong

Toronto.

SPICES. — There are practically no changes in the market for spices this week. All are holding at strong figures with the trend upwards. There is a sharp upward tendency in cloves, the same being quoted at from 70c to 75c. Peppers are unchanged. Carraway seed is offered at from 40c to 50c per lb. There is quite a scarcity of cream of tartar with some dealers and the market is almost bare. Deliveries of the same are uncertain. Prices are very strong at unchanged figures.

Allspice	0 19	0 21
Cassia	0 33	0 40
Cinnamon	0 35	0 50
Cloves	0 70	0 75
Cayenne	0 33	0 37
Ginger	0 28	0 38
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 32	0 38
Pickling spices	0 22	0 30
Mace	0 90	1 10
Peppers, black	0 38	0 43
Peppers, white	0 48	0 53
Paprika, lb.	0 60	0 70
Nutmegs, selects, whole, 100s.	0 45	0 50
Do., 80s	....	0 55
Do., 64s	0 60	0 65
Mustard seed, whole	0 40	0 45
Celery seed, whole	....	0 75
Coriander, whole	0 25	0 30
Carraway seed, whole	0 40	0 50
Tumeric, whole	0 25	0 27
Cream of Tartar—		
French, pure	....	0 80
American high test, bulk	0 75	0 80
2-oz. packages, doz.	....	1 75
4-oz. packages, doz.	....	3 00
8 oz. tins, doz.	....	6 00

Higher Quotations Likely on Nuts

Toronto.

NUTS.—Stronger prices are prevailing on nuts, and indications, dealers state, point to even higher levels. New shelled almonds are quoted almost as high as they are selling on spot. Shelled walnuts have taken another jump and they are quoted at 88c and 90c per lb. Spanish peanuts, too, are strong, being quoted now at 20c per lb. No change is reported in quotations on Brazils. Supplies of Brazils are ample for the demand until about December. Unsweetened cocoanut is selling at from 27c to 29c, and sweetened cocoanut at 36c.

Almonds, Tarragonas, lb.	0 28	0 32
Butternuts, Canadian, lb.	....	0 08
Walnuts, California, lb.	0 40	0 42
Walnuts, Grenobles, lb.	0 34	0 35
Walnuts, Bordeaux, lb.	0 28	0 30
Filberts, lb.	0 23	0 24
Pecans, lb.	....	0 30
Cocoanuts, Jamaica, sack	....	10 00
Cocoanut, unsweetened, lb.	0 27	0 29
Do., sweetened, lb.	....	0 36
Peanuts, Jumbo, roasted	0 18	0 19
Brazil nuts, lb.	0 21	0 22
Shelled—		
Almonds, lb.	0 55	0 62
Filberts, lb.	0 48	0 50
Walnuts, lb.	0 88	0 90
Peanuts, Spanish, lb.	....	0 20
Do., Chinese, 30-32 to oz.	0 16	0 18
Brazil nuts, lb.	0 85	0 87

Dealers Bidding 18 to 20c For Honey

Toronto.

HONEY, MAPLE SYRUP.—There is no new crop honey on the market yet, but it is expected at any time. Dealers are quoting from 18c to 20c per lb. for it. There is a very fair crop in some localities. There is also plenty of the old crop honey on the market yet. The latter is selling at steady prices. Maple syrup is a little slow just now, and there is no change in the market.

Honey—		
Clover—		
5-lb. tins	....	0 22
2½s tins	....	0 23
10-lb. tins	0 25	....
60-lb. tins	....	0 20
Buckwheat, 50-lb. tins, lb.	....	0 16
Comb, No. 1, fancy, doz.	....	....
Do., No. 2, doz.	....	....
Maple Syrup—		
8½-lb. tins, 10 to case, case		17 00
Wine qt. tins, 24 to case, case		16 00
Wine ½ gal. tins, 12 to case, case		15 00
Wine 1 gal. tins, 6 to case, case		14 00
Imperial 5 gal. cans, 1 to case, case		14 00
Maple Sugar—		
50 1-lb. blocks to case, lb.	....	0 29

Beans Have Only a Moderate Demand

Toronto.

BEANS.—There is only a very moderate demand for beans just now. Prices are steady and the better quality beans are in small supply.

Ontario, 1-lb. to 2-lb. pickers, bus.	....	$5 00
Do., hand-picked, bus.	5 50	5 75
Japanese Kotenashi, per bush.	....	4 50
Rangoons, per bushel	....	3 00
Limas, per lb.	....	0 12½

Fresh Fruits Are in Plentiful Supply

Toronto.

FRUITS.—There is a good demand for all kinds of fruits available. Raspberries are off the market now, but lawtonberries and blueberries are fairly plentiful. Bananas, dealers state, are inclined to be a little scarce, selling slightly higher at 8½c. Canteloupes and peaches are arriving freely and selling well. Canadian canteloupes are coming forward in fairly good supply. Some early varieties of Canadian peaches are now moving to market, but the quality is as yet rather poor. Canadian canteloupes in 16 quart baskets are selling at from $1.25 to $1.50 and elevens at 75c. Blueberries are $2.50 per large basket, and lawtonberries from 25c to 27c per box.

Bananas, per lb.	0 08	0 08½
Valencia Oranges—		
126s, 150s, 176s, 200s, 216s, 250s	5 75	6 75
288s, 300s, 360s	4 75	5 25
Lemons, Cal., 270s, 300s, case	5 50	6 50
Do., Messina, Verdillis, 300s	....	7 00
Cherries, Montmorency—		
11-qt. basket	1 75	1 85
6-qt. basket	0 60	0 75
Black Currants, 11-qt. basket	3 00	3 25
Blueberries, 11-qt. basket	2 75	3 25
Lawtonberries, box	....	0 25
Watermelons	0 75	1 25
Arkansas Peaches, bushel	....	5 50
Cal. Elbertas, Fosto, 100s	1 90	2 00
Canteloupes, 9s, 12s and 15s, New Mexico pinks, flats	....	2 75
Do., Canadian, 16 qts.	1 25	1 50
Do., Canadian, 11 qts.	....	0 75
Plums, Cal., per box	3 25	3 50
Apples, yellow transparent, 11 qts.	0 75	1 25
Cal. Bartlett Pears, box	....	4 75
Cal. Gravenstein Apples, 104s, 125s, 138s, 150s, 165s	....	4 50

Ont. Potatoes Sell at $3.75 a Bag

Toronto.

VEGETABLES. — Vegetables are plentiful on the market these days and sell freely. Ontario potatoes are now coming forward in fair supply. Some dealers are offering Manitobas at $2.50 per bus. Jerseys in 150 lb. sacks are quoted at $6 for number ones. Ontario potatoes are $3.75 per bag of 90 lbs. Tomatoes are very plentiful and are easier at from 75c to 90c for a large basket. Carrots, beets and cucumbers are at low levels and are offered in abundance. Eggplant is selling at from $1.25 to $1.50 per large 11-quart basket.

Beets, per doz.	0 30	0 40
Cabbage, per large crate	4 00	4 75
Do., 32-qt. crate	2 25	2 50
Carrots, per doz.	0 40	0 50
Can. Lettuce, doz.	0 50	0 75
Onions, Kentucky fine hard, 100-lb. sacks	6 50	7 00
Do., doz.	0 50	0 60
Parsley, per basket	....	1 00
Peppers, green, doz.	....	0 50
Do., sweet	....	0 75
Celery, doz.	0 45	0 50
Wax Beans, Can., 11-qt. basket	0 60	0 75
Cucumbers, 11qt. basket	0 25	0 50
Potatoes—		
Jerseys, 150-lb. sacks, No. 1s	....	6 00
Manitobas, bushel	....	2 50
Ontarios, 90-lb. bags	....	3 75
Turnips, doz.	0 30	0 40
Marrows, basket	....	0 50
Tomatoes, 11-qt. basket	0 75	0 90
Can. Corn, doz.	0 20	0 25
Egg Plant	1 25	1 50

New Winter Wheat Flour Selling

Toronto

FLOUR.—New winter wheat flour is now being sold on the market. There is plenty of Manitoba flour to supply the demand until the new crop is ready. Prices for the new winter wheat flour are on the same basis, namely $11.15 in carload shipments on track; in cotton bags and in jute bags, $11.

Flour—

Government standard, 74 per cent. extraction.
Ontario winter wheat flour, in carload

shipments, on track, in cotton bags	11 15
In jute bags	11 00

Bran and Shorts in Scarce Supply

Toronto.

MILLFEEDS.—There is a scarce supply of both bran and shorts. There is a good inquiry for both, but offerings are not equal to the demand. Prices are unchanged.

	In carlots, track
Bran, per ton	42 00
Shorts, per ton	44 00

WINNIPEG MARKETS

WINNIPEG, Aug. 9—There is a gradual growing appreciation of the bean situation, that has resulted in better market conditions. Beans are very firm at materially higher prices. Currants also are high with only light stocks in sight. British Columbia apples are quoted considerably higher than usual.

Sugar Refineries Sold Far Ahead

Winnipeg.

SUGAR.—There is little change in the sugar market. Eastern refiners are sold far ahead in most instances. Meltings continue at capacity and the movement of sugar to distributors is heavy. Export demand continues heavy but no orders are being accepted for shipment before September. The whole world is experiencing a sugar shortage and the post-war demand is expected to be heavier than ever. Supplies are coming forward very slowly.

Possible Shortage of Canned Milk

Winnipeg.

CANNED MILK.—There is a possibility of a shortage of supplies of evaporated and condensed milk during the coming fall and winter unless a surplus can be obtained sufficient to cover requirements during the season of short production. Owing to heavy demands for domestic and export trade practically all brands of canned milk have advanced in price. During the past two years no surplus stocks have accumulated during the season of heavy production to carry forward during the season of short production. Last winter's scarcity of supplies is liable to recur this season.

Strawberry Jam May Advance

Winnipeg.

JAM.—Opening prices on new pack, recently named, were generally lower than the trade anticipated, even though they were considerably higher than those of last season. Since new prices have been named there has arisen the prospect of an advance in strawberry jam. Dealers would do well to provide for supplies now.

Fats Are in Big Demand

Winnipeg.

FATS.—Manufacturers state that they are experiencing an unprecedented demand for fats for export trade. European buyers are also bidding high for supplies and there is a huge domestic demand. The result has been the following increase in prices from March till July of this year:

	Mar. 10, '19	April 5, '19	July, '19
Tallow	8½	12	21
Choice yellow grease	6	9	17½
Soya bean oil	9	12	19¼
Cocoanut oil	10½	13	19¾
Crude cottonseed oil	19	19	25½

Light Pack of Sockeye Salmon

Winnipeg.

CANNED SALMON.—Latest reports regarding the new pack salmon indicate that the Sockeye pack will not be heavy, and that for this variety the demand both at home and abroad is keen. Sales are being made at higher prices than last season. Cohoes and pinks are being held at about last year's level.

Confectionery to Reach Higher Levels

Winnipeg.

CONFECTIONERY. — Higher labor costs and higher costs of raw materials entering into the manufacture of confectionery, such as chocolate coatings, glucose, etc., will soon send confectionery prices to higher levels. Demand is heavy.

High Opening on Canned Goods

Winnipeg.

CANNED FRUITS. — New prices named on strawberries and raspberries are very high. Deliveries will be 100 per cent. strawberries and 70 per cent. raspberries.

CANNED VEGETABLES.—Opening prices are much higher than last season's pack. Deliveries are also below last year's percentage, being only 40 per cent. on standard grade. Prospects for tomato and corn pack are fairly favorable.

Higher Opening Prices on Apples

Winnipeg.

APPLES.—Somewhat higher opening prices than one year ago are expected on box apples, both early fall and winter varieties. As the demand generally stars very strong, opening prices may even go to higher levels. B.C. apples are expected to be better quality and grade than last season. Reports from the Okanagan Valley indicate that they expect to ship the best quality fruit this fall that has ever come from that district.

New Raisin Prices Soon

Winnipeg.

RAISINS.—The association announces that they expect to name prices on new crop raisins about August 15.

New Excitement in Bean Market

Winnipeg.

BEANS. — Buyers have suddenly awakened to the fact that the bean market, which has been dragging for the past year, has suddenly sprung into great activity. The trade did not generally appreciate the extra value from a food standpoint, that this article has shown for some time, in comparison with other food products. Demand has been heavy for export requirements and surplus stocks have been very much reduced, with the result that all holders are asking very much higher prices for this commodity. Japanese beans, which are quite a factor in this and the U.S. market, and some varieties of which are equal to our domestic article, are now being quoted at prices from $2 to $3 per 100 lbs. more than was asked one month ago. Demand continues heavy and all offerings are quickly absorbed.

Currants in Small Supply

Winnipeg.

CURRANTS. — Canadian buyers have been disappointed in obtaining supplies of Australian currants, on which variety the Canadian trade has depended largely during the past two or three years. The association has sold all their holdings largely to European trade. What stock remains in jobbers' hands in Australia is quoted at 4c to 5c per lb. over opening price, which was sixpence f.o.b. Melbourne. Limited quantities of recent currants are being quoted on this market but at high prices, and so far no large quantities have been confirmed.

NEWFOUNDLAND RESTRICTIONS ON FLOUR REMOVED

According to a public notice issued by the Colonial Secretary orders have been given that all Newfoundland regulations with respect to foods of all kinds be cancelled from July 28. This order relates particularly to wheat flour, the importation and sale of which will now be permitted.

BIG CANTELOUPE CROP

Imperial Valley produced 35,000,000 canteloupes during the season just closed according to an announcement made recently by C. P. Hoar, secretary of the California Vegetable Union. This amounts to more than 8,000 carloads, almost twice the size of the 1918 crop.

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., August 12.—Sugar is still the feature of special interest for this market. Stocks are particularly short. Some houses are about out. All quotations are higher. Standard is now $10.60 and yellow $10.10. Standard canned peas have advanced, now selling at from $4.20 to $5. Tomatoes are $4.90. Dairy products are higher at from 60 to 65 cents, and case eggs are selling at 50 cents. Creamery butter is 55 cents and dairy 50 cents. Both grades of cheese are firmer. Cornmeal is selling at $4.75. Many lines of fruits are easier.

Flour, No. 1 patents, bbls., Man.	....	$12 50
Cornmeal, gran., bags	6 25	6 35
Cornmeal, ordinary, bags	....	12 00
Rolled oats	....	12 00
Rice, Siam, per 100 lbs.	13 75	14 00
Molasses	0 88	0 89
Sugar—		
Standard, granulated	....	10 05
No. 1, yellow	....	9 55
Cheese, New Brunswick	0 30	0 31
Cheese, Ont., twins	0 30	0 31
Eggs, fresh, doz.	0 60	0 65
Eggs, case	0 45	0 50
Breakfast bacon	0 50	0 51
Butter, creamery, per lb.	....	0 55
Butter, dairy, per lb.	....	0 50
Butter, tub	....	0 50
Lard, pure, lb.	0 40½	0 41
Lard, compound	0 35	0 35½
American clear pork	70 00	77 00
Beef, corned, 1s	4 55	4 90
Tomatoes, 2½s, standard case	....	4 90
Raspberries, 2s, Ont., case	....	8 80
Peaches, 2s, standard case	....	....
Corn, 2s, standard case	....	4 70
Peas, standard case	4 20	5 00
Apples, gal., N.B., doz.	....	4 00
Strawberries, 2s, Ont., case	....	8 20
Salmon, Red, spring, cases	....	....
Pinks	11 00	11 50
Cohoes	14 50	15 00
Chums	....	8 50
Evaporated apples, per lb.	....	0 23
Peaches, per lb.	....	....
Potatoes—		
Natives, per bbl.	3 00	3 50
Onions, American, cwt.	....	7 00
Do., Canadian	4 50	5 00
Lemons, Cal.	8 00	8 50
Pears, Cal., box	5 00	5 50
Plums, Cal., crate	4 00	4 50
Oranges, Cal., case	7 50	8 00
Grapefruit, Cal., case	....	10 00
Apples, Cal., Gravensteins	....	4 50
Peaches, Cal., box	....	2 50
Bananas, per lb.	0 09	0 10

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., August 12.—Large Ontario cheese is selling at 32 and 33 cents. No 1 Japan rise is $15 to $15.50. Siam is $9.60 to $11. Nuts in the shell are steadily advancing. Manchurian shelled walnuts, halves, are quoted at 68 cents. Palm Olive soap is $1 a gross higher. "Cow" brand soda has advanced to $4.70. Evaporated apples are scarce at 24 and 25 cents for twenty-fives. Red pitted cherries, twos, are $11.50. Raspberries are from $9 to $9.50. Breakfast bacon has advanced 2 cents. Smoked hams are ½ a cent. higher. Eggs are $14.50 to $15.50. No. 2 creamery butter has advanced 1 cent. No. 1 is unchanged.

Beans, Limas	0 12	0 15
Beans, B.C.	7 00	7 50
Flour, 98s, per bbl.	....	10 50
Rolled oats, 80s	....	4 20
Rice, Siam, cwt.	12 00	12 50
Japan, No. 1	15 00	15 50
Tapioca, lb.	0 12½	0 14
Sago, lb.	0 12½	0 14
Sugar, pure cane, granulated, cwt.	....	11 02
Cheese, No. 1, Ontario, large	0 32	0 33
Butter, creamery, lb.	0 55	0 59
Do., dairy, lb.	0 35	0 40
Lard, pure, 3s, per case	22 50	22 80
Eggs, new-laid, local	....	14 50
Tomatoes, 2½s, standard, case	....	4 50
Corn, 2s, case	4 80	5 00
Peas, 2s, standard case	3 40	3 50
Strawberries, 2s, Ontario, case	8 10	8 75
Raspberries, 2s, Ontario, case	9 00	9 50
Cherries, 2s, red, pitted	....	11 50
Apples, evaporated	0 24	0 25
Do., 25s, lb.	....	0 23
Apricots, evaporated, lb.	0 26	0 29
Peaches, evaporated, lb.	....	0 23
Prunes, 90-100s	0 18	0 20
Do., 40-50s	0 26	0 27
Do., 60-70s	....	0 22
Salmon, pink tall, case	9 00	10 25
Salmon, Sockeye, tall, case	....	....
Do., halves	18 00	19 00
Potatoes, per ton	35 00	38 00
Oranges	6 50	7 00
Lemons	9 00	9 50
Grapefruit	....	7 00
Canteloupes, crate	6 00	7 00
B.C. Raspberries	4 75	5 00

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., August 12.—Saskatchewan is in a bad way from lack of sugar. One car has been received this week from British Columbia. It was doled out in one bag lots to retailers. Little hope is held out by wholesalers for immediate relief. The Canadian Trade Commission however notified the Regina Board of Trade that 109 cars were shipped west during the week ending August 9. Siam rice is now $14.

Beans, small white Japans, bu.	....	4 50
Beans, Lima, per lb.	....	0 12½
Rolled oats, brails	....	3 86
Puffed Rice, case	....	5 25
Rice, Siam, cwt.	....	14 00
Sago, lb.	....	0 11¾
Tapioca, lb.	....	0 11¼
Sugar, pure cane, gran., cwt.	....	10 99
Cheese, No. 1, Ontario, large	....	0 34¼
Butter, Creamery	....	0 58
Crisco	12 70	13 35
Lard, pure, 3s, per case	....	21 60
Bacon, lb.	....	0 47
Eggs, new-laid	....	0 31
Tomatoes, 3s, standard, case	....	4 00
Corn, 2s, standard case	....	4 85
Peas, 2s, standard case	....	3 45
Apples, gal., Ontario	....	2 85
Apples, evaporated, per lb.	....	0 18½
Strawberries, 2s, Ont., case	....	8 50
Raspberries, 2s, Ont., case	....	8 70
Peaches, 2s, Ontario, case	....	5 50
Plums, 2s, case	....	4 00
Salmon, finest Sockeye, tall, case	....	....
Salmon, pink, tall, case	....	10 25
Pork, American clear, per bbl.	....	41 00
Onions, ton	....	59 00
New potatoes, 3 lbs.	....	0 25
Grapefruit	....	7 50
California oranges	7 00	8 50
Pinapples	7 00	8 50
Lemons	....	8 00
Strawberries, crate	....	7 50
B.C. Cherries, basket	3 00	4 00
Watermelons, lb.	....	0 08
Apricots, Cal.,	....	3 25
Plums, Cal.	....	3 75
Peaches, Cal.	....	2 75
Apples	....	4 50
Washington yellow transparents, 2 lbs.	....	0 35
Tomatoes	....	3 50
Cucumbers, doz.	....	3 00

A SHORT 1919 BEAN CROP IN CALIFORNIA

California's 1919 bean crop has suffered a sharp setback.

Total production in the Lima bean district, which comprises all Coast lands south of Santa Barbara, will total only about 500,000 sacks, as compared with a normal production of 1,700,000 sacks. While the greatest reduction is in Limas, other varieties will show as heavy decreases as well.

The main cause of the failure in the Lima crop is the lack of morning fogs. Lack of sufficient rain has also been extremely harmful.

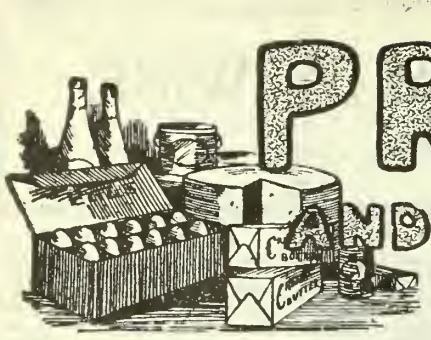
The total area planted to all varieties of beans this year in California is over 180,000 acres less than in 1918. The acreage this year is estimated at 415,000 acres, as compared with 597,000 acres in 1918. The Lima bean acreage has dropped from 145,000 to 125,000.

The California crop this year will show a reduction estimated by some at over 3,000,000 bushels.

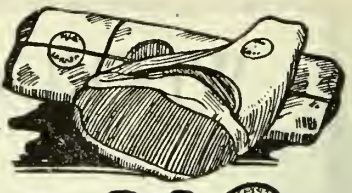
Deficient soil moisture at planting time, which caused poor germination, is the principal reason for the poor condition, although lack of moisture has simply caused the vines to dry up in many districts.

FORECAST OF SPANISH GRAPE HARVEST

The harvesting of the Spanish grape crop this year will be earlier than usual, and the first grapes will be ready for export by August 15. The grapes shipped during the month of August are usually sent to Great Britain. From information gathered from various growers, the 1919 crop will be from 1,000,000 to 1,200,000 barrels of grapes. These figures include only the grapes grown exclusively for export to the foreign markets.



PRODUCE AND PROVISIONS



Equipment Builds Sales

The Wm. Davies Company, in their main store at 24 Queen St. W., Toronto, has recently installed a splendid new refrigerator counter for cooked meats, cheese and pickles. The accompanying photograph shows it to advantage. It is situated near the front of the store and is one of the most modern of its kind in Toronto. There are 45 feet of refrigerator counter, and there are shown here 25 kinds of cooked meats. Since installing this new counter, the manager of the department, N. Morrison, told CANADIAN GROCER that sales had increased approximately $235 a week.

AMMONIA FUMES OVERCOME WORKERS

Two men were overcome and nine others had a close call when a gauge in an ammonia tank in the packing room of John Klees, pork and provisions, 504 Yonge street, Toronto, exploded recently and the suffocating fumes filled the room.

It was some time before firemen, with gas masks, were able to turn off the ammonia.

U.S. PUTS RESTRICTIONS ON FLOUR SALES

Details of the United States Grain Corporation's plan to sell flour at $10 a barrel were made public recently by Julius H. Barnes, U.S. wheat director. Under the plan restrictions are placed on the price to be charged by wholesalers, jobbers and retailers.

The flour will be sold in 140 pound sacks, on a basis of $10 in the territory west of the Illinois and Indiana line and west of the Mississippi from Cairo to the $9.80 to $10.40 per barrel.

The Grain Corporation also announced that its weekly purchase at Baltimore of wheat flour, packed for export, was 1,031,013 barrels at prices ranging from Gulf of Mexico, not including the Pacific coast region, and at $10.25 in the remainder of the country. Jobbers and wholesalers must guarantee to resell to retailers at not more than 75c additional and retailers are confined to an increase of not more than $1.25 over the wholesale price for the original packages and must not charge more than seven cents a pound for broken packages of any size.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Aug. 12—Price changes in the produce and provision markets have been fewer this week. The actual changes made are those of a one cent advance for margarine, a slight revision downward in fresh beef prices, full maintenance of the dressed hog prices and a firming of heavier smoked ham prices. Roast hams are quoted down one cent per pound. Shortening is firming owing to a shortage of cottonseed oil, but the basis of last week still holds. Butter prices should lower somewhat as the supplies are increasing and the heavy production continues. Eggs also are coming to hand in large quantities, but the big demand is for choice stock and as a consequence the price has advanced two cents for new-laids. Buying prices for live poultry are likely to decline, owing to heavy receipts.

Cattle Prices Eased But Hogs Holding

Montreal.

FRESH MEATS.—Owing to keen buying there has been little relief from the high prices prevailing for hogs. There is little movement of fresh pork at this hot weather season, but the packers have been heavy buyers in the regular markets. There has been a fairly good run of various grades. Prices on various cuts of beef have been revised downward one to two cents per lb. and there is a general holding of prices at these levels.

Hogs, live	23 50	24 00
Hogs, dressed—		
Abattoir killed, small (heads off), 65-90 lbs.	34 00	35 00
Sows (heavy)	26 50	27 00
Fresh Pork—		
Leg of Pork (trimmed) (foot on)	0 37	0 41
Loins (trimmed)	....	0 44
Loins (untrimmed)	....	0 41
Spare ribs	0 25	0 26
Trimmed shoulders	0 30	0 31

Fresh Beef— (Cows)			(Steers)
$....	$0 23	..Hind quarters..	$0 26 $0 27
....	0 13	..Front quarters..	.... 0 15
....	0 27	..... Loins	.... 0 35
....	0 23	..... Ribs	.... 0 25
....	0 12	.... Chucks	.... 0 14
....	0 22	..... Hips	.... 0 24

Calves (as per grade)	0 22	0 25
Lambs, 25-40 lbs. (whole carcass), lb.	0 20	0 25
No. 1 Mutton (whole carcass), lb.	....	0 20

Smoked Hams Firm; Bacon Big Seller

Montreal.

CURED MEATS.—There has been a good movement still of smoked meats and of bacon. The prices have held well owing to the upward movement of pork products and a slight advance is noted in one range of hams. Bacon, owing to the new control arrangements in the United Kingdom will probably undergo some change, that being the big market of the packers. There is plenty of stock to meet the local demand.

Hams—		
Medium, smoked, per lb.—		
(Weights), 12-14 lbs.	....	0 47
14-20 lbs.	....	0 47
25-35 lbs.	....	0 41
20-25 lbs.	....	1 43
Backs—		
Plain (as to trimming)	0 53	0 57
Breakfast, per lb. (as to qual.)	0 44	0 50
Rolls, per lb.	....	0 40
Dry Salt Meats—		
Long clear bacon, ton lots	0 30½	0 31½
Long clear bacon, small lots	0 31	0 32
Barrel Pork—		
Fat backs, lb.	....	0 33
Canadian short cut (bbl.) 30-40 pieces	62 00	62 50
Clear fat backs (bbl.) (40-50 pieces	....	70 50
Heavy mess pork (bbl.)	....	54 00
Bean pork (bbl.) (American) (60-80 pieces)	....	56 00

Roast Hams Sell at One Cent Less

Montreal.

Head Cheese	0 13	0 15
Choice jellied ox tongue	....	0 70
Jellied pork tongues	....	0 48
Ham and tongue, lb.	....	0 32
Veal and tongue	....	0 25
Hams, roast	....	0 65
Hams, cooked	....	0 66
Shoulders, roast	....	0 60
Shoulders, boiled	....	0 60
Pork pies (doz.)	....	0 85
Blood pudding, lb.	....	0 12

Lard Trade Lags; Prices Unchanged

Montreal.

LARD.—The selling season for lard is not August. This means that the present movement is a decidedly light one and the jobbers are enjoying but a limited turnover. The prices are steadily held without change.

LARD, pure—		
Tierces, 400 lbs., per lb.	....	0 37½
Tubs, 50 lbs., per lb.	....	0 38
Pails, 20 lbs., per lb.	....	0 38¼
Bricks, 1 lb., per lb.	....	0 39

Scarcity of Oil May Firm Shortening

Montreal.

SHORTENING.—Owing to the present scarcity of usual supplies of cottonseed oil, there is probability of shortening prices advancing. The market is a firm one, and while selling is restricted the basis will advance if oil is not available in larger quantities soon.

SHORTENING—		
Tierces, 400 lbs., per lb.	0 31	0 31¼
Tubs, 50 lbs., per lb.	0 31½	0 31¾
Pails, 20 lbs., per lb.	0 31¾	0 32
Bricks, 1 lb., per lb.	0 33	0 34

Jobbers Ask More For Oleomargarine

Montreal.

MARGARINE.—As stated in CANADIAN GROCER last week, the exchange rates on Canadian money were likely to affect the price of such products as are imported from across the line. Margarine, being one of the commodities extensively imported, has advanced in price one cent per lb. There is only a fair, but a seasonable movement.

MARGARINE—		
Prints, according to quality, lb.	0 37	0 39
Tubs, according to quality, lb.	0 33	0 35

Butter Steady; Receipts Heavy

Montreal.

BUTTER.—Lower prices should prevail for best butter, it is freely stated. The receipts have been large and the production continues heavy in the country. Notwithstanding this condition there is no actual reduction of price here, and a fair amount of export business has been transacted. Despite some smaller receipts of late, the corresponding figures show an increase this year of over 10 500 packages over 1918, from May 1st to date.

BUTTER—		
Creamery prints, fresh made	....	0 56
Creamery solids, fresh made	....	0 55
Dairy prints	0 45	0 48
Dairy, in tubs, choice	0 44	0 47

Cheese Basis Held; Export is Better

Montreal.

CHEESE.—The basis for cheese being settled down to the British Ministry of Food buying prices, conditions have settled down to a certain amount of routine. There has been quite a movement to this port from outside points and shipments are going forward steadily. There has been no change of price.

CHEESE—		
New, large, per lb.	....	0 28
Twins, per lb.	....	0 28
Triplets, per lb.	....	0 28
Stilton, per lb.	....	0 32
Fancy, old cheese, per lb.	....	0 35

Good Egg Receipts; New Laids Up 2c

Montreal.

EGGS.—Notwithstanding the large production and shipment of eggs, strictly fresh stock is higher. Several carloads were received here last week from Western points, but the quality, on examination, proved to be inferior. This bears out the observations already made that hot weather would reduce the grade. The result has been that strictly new-laid stock has risen in price and some jobbers are quoting 64c per doz. for these.

EGGS—		
No. 2	....	0 45
No. 1	0 51	0 52
Selects	....	0 56
New laids	....	0 64

Tendency Downward For Live Poultry

Montreal.

POULTRY.—Larger receipts are tending to reduce the buying prices for live poultry. The buying is active, however, and the jobbers are well pleased with the

volume of actual business accorded them. The present movement is mostly in old and young fowl, while broilers have been a big seller at maintained prices.

POULTRY (dressed)— (Selling Prices)		
Chickens, roast (3-5 lbs.)	0 40	0 41
Chickens, roast (milk fed)	0 45	0 46
Broilers (3-4 lb. pr.)	0 44	0 47
Ducks—		
Brome Lake (milk fed green)	....	0 46
Young Domestic	0 38	0 40
Turkeys (old toms), lb.	....	0 49
Turkeys (young)	....	0 50
Geese	0 30	0 31
Old fowls (large)	....	0 34
Old fowls (small)	....	0 30
POULTRY (live)— (Buying Prices)		
Live—Old fowl	0 33	0 35
Roasters	0 23	0 24
Turkeys	....	0 40
Broilers	0 33	0 40

Fish Sales Good For Hot Season

Montreal.

FISH.—Prices have made practically no change this week and there has been a remarkably good movement of fresh varieties, season considered. Supplies from the Pacific and Atlantic coasts have come to hand quite freely, but the lake fish shipments have been lighter. There is little doing in salt, pickled or frozen varieties.

FRESH FISH		
Carps, per lb.	0 11	0 12
Dore	....	0 22
Eels, lb.	....	0 12
Bullheads (dressed)	....	0 15
Gaspereaux, each	....	0 07
Haddies	0 12	0 13
Fillet Haddies	....	0 20
Haddock	0 08	0 09
Halibut, Eastern	0 24	0 24
Halibut, Western	0 23	0 24
Steak, cod	0 10	0 12
Market cod	0 07	0 08
Flounders	0 07	0 09
Prawns	....	0 30
Pike, per lb.	0 12	0 13
Live lobsters	0 48	0 50
Boiled lobsters	....	....
Salmon (B.C.), per lb., Red	0 28	0 30
Salmon, Gaspe	0 40	0 45
Shad	....	0 13
Skate	....	0 07
Lake Trout	0 19	0 20
Mackerel	....	0 18
Shrimps	0 35	0 40
Whitefish	0 16	0 18
Trout, brook	0 35	0 40

FROZEN FISH		
Gaspereaux, per lb.	0 06½	0 07
Halibut, large and chicken	0 19	0 20
Halibut, Western	0 20	0 21
Halibut, medium	0 21	0 22
Haddock	0 06½	0 07
Mackerel	0 14	0 15
Dore	0 14	0 15
Smelts, No. 1, per lb.	0 12	0 13
Smelts, No. 2, per lb.	0 07	0 08
Pike, Headless and Dressed	0 10	0 11
Market Cod	....	0 05½
Whitefish, small	0 11	0 12
Sea Herrings	0 07½	0 08
Steak Cod	0 08	0 08½
Gaspe Salmon, per lb.	0 24	0 25
Salmon Cohoes, round	0 17½	0 18
Salmon, Qualla, Hd. and Dd.	0 13	0 14
Whitefish	0 15	0 16
Smelts, extra large	....	0 22
Lake Trout	0 19	0 20
Lake Herrings, bag, 100 lbs.	....	6 00
Alewires	0 05½	0 06

SALTED FISH		
Codfish—		
Codfish, large bbl., 200 lbs.	....	18 00
Codfish, No. 1, medium, bbl., 200 lbs.	18 00	....
Codfish, No. 2, 200 lb. barrel	17 00	....
Pollock, No. 1, 200 lb. barrel		15 00
Codfish, strip boneless (30-lb. boxes), lb.	0 20	0 22
Codfish (boneless) (24 1-lb. cartons)		0 20
Codfish (Ivory) (2-lb. blocks, 20-lb. bx)		0 18
Boneless cod (2-lb.)	....	0 23
Shredded codfish (12-lb. box)	2 40	2 50
Dried codfish (100-lb. bbl.)	....	16 00

PICKLED FISH		
Herrings (Scotch cured), barrel	11 25	12 00
Scotia, barrel	....	12 00
Do., half barrel	....	6 25
Mackerel, barrel		34 00
Salmon, Labrador (200 lbs.)	....	26 00
Salmon, B.C. (200 lbs.)	....	24 50
Sea Trout (200-lb. bbls.)	....	25 00
Turbot (200 lbs.)	....	17 00
Codfish, tongues and sound, lb.	....	0 15
Eels, lb.	0 16	0 17

SMOKED FISH		
Haddies, BXs, per lb.	0 10	0 11
Fillets	....	0 18
Bloaters, box	....	2 00
Kippers	....	2 25

OYSTERS		
Cape Cod, per barrel	....	16 00
Batouche, per barrel		15 00
Scallops, gallon	....	4 50
Can No. 1 (Solids)	....	2 50
Can No. 3 (Solids)	....	7 50
Can No. 5 (Solids)	....	12 50
Can No. 1 (Selects)	2 50	3 00
Can No. 3 (Selects)	.. .	9 00

SUNDRIES	
Paper Oyster Pails, ⅛ per 100	1 75
Crushed Oysters Shell, 100-lbs.	$1 60
Paper Oyster Pails, ¼-lb. per 100	2 25

ONTARIO MARKETS

TORONTO, Aug. 15—Few changes are noted in the Ontario produce markets this week. An effort is being made on the part of the packers to buy hogs at lower levels. Bids around $22.75 on the fed and watered plan are being offered, but weaker prices are not reflected in the quotations on fresh meats as yet. Hams and bacon are steady. Butter and eggs are firm, but cheese is tending to lower levels.

Fresh Meats Are Selling Steadily

Toronto.

FRESH MEATS. — The market for fresh meats is for the most part steady, with little change in quotations as compared with last week. The tendency in the prices of live hogs is towards lower levels. Packers are bidding lower for hogs this week. However, it will be ten days or a fortnight before any lower quotations on live hogs will be reflected in the market for fresh meats. All quotations of fresh pork are strong. Beef, too, is holding steady. Veal and lamb are unchanged.

FRESH MEATS		
Hogs—		
Dressed, 70-100 lbs., per cwt.	....	$30 00
Live, on cars, per cwt.	....	23 25
Live, fed and watered, per cwt.	....	23 75
Live, f.o.b., per cwt.	....	22 75
Fresh Pork—		
Leg of pork, up to 18 lbs.	0 43	0 48
Loins of pork, lb.	0 42	0 43
Tenderloins, lb.	0 47	0 48
[illegible] lb.	0 14	0 15
Picnics, lb.	0 34	0 34½
New York shoulders, lb.	0 32	0 34
[illegible] shoulders, lb.	0 32	0 34½
Boston butts, lb.	0 36½	0 39
Fresh Beef from Steers and Heifers—		
Hind quarters, lb.	0 25	0 26
Front quarters, lb.	0 15	0 16
Ribs, lb.	0 28	0 30
Chucks, lb.	0 28	0 30
Loins, whole, lb.	....	0 32
Do., whole, lb.	....	0 33
Hips, lb.	0 20	0 25
Cow beef quotations about 2c per lb. below above quotations.		
Calves, lb.	0 15	0 28
Lambs, whole, lb.	....	0 20
Spring lamb	....	0 25
Sheep, whole, lb.	0 12	0 16

Above prices subject to daily fluctuations of the market.

Hams and Bacon Are Unchanged

Toronto.

PROVISIONS. — Quotations on ham and bacon are holding very firm. The high prices prevailing in the market for live hogs does not permit of any lower levels. There is a brisk demand for all provisions. Dry salt meats and barrel pork have also been selling well at steady figures.

Hams—		
Medium	0 46	0 49
Large, per lb.	0 42	0 44
Backs—		
Skinned, rib in.	0 52	0 55
Boneless, per lb.	0 55	0 59
Bacon—		
Breakfast, ordinary, per lb.	0 48	0 51
Breakfast, fancy, per lb.	0 56	0 58
Roll, per lb.	0 40	0 41
Wiltshire (smoked sides), lb.	....	0 45
Dry Salt Meats—		
Long, clear bacon, av. 50-70 lbs.	0 34	0 35
Do., av. 70-90 lbs.	....	0 31
Fat backs, 16-20 lbs.	0 33	0 36
Out of pickle, prices range about 2c per pound below corresponding cuts above.		
Barrel Pork—		
Mess pork, 200 lbs.	....	0 59
Short cut backs, bbl., 100 lbs.	....	0 66
Pickled rolls, bbl., 200 lbs., heavy	....	0 60
Do., do., do., lightweight	....	66 00

Above prices subject to daily fluctuations of the market.

Cooked Meats at Strong Prices

Toronto.

COOKED MEATS.—There continues a very heavy demand for all cooked meats with prices ruling at strong figures. Boiled hams, and the roast hams without dressing, are selling at from 65c to 66c per lb. Meat loaf with macaroni and cheese is selling at 27c, and choice jellied ox is selling at strong levels at from 67c to 70c per lb.

Boiled hams, lb.	0 65	0 66
Hams, roast, without dressing, lb.	0 65	0 66
Shoulders, roast, without dressing, per lb.	0 53	0 54
Head Cheese, 6s, lb.	0 14	0 15
Meat Loaf with Macaroni and Cheese, lb.	....	0 27
Choice jellied ox tongue, lb.	....	0 70
Pork and Tongue, lb.	....	0 35

Above prices subject to daily fluctuations of the market.

Butter Holding Steady and Firm

Toronto.

BUTTER.—The butter market is very firm, with no change in quotations by Toronto dealers. They are buying creamery butter at 52c per lb. It is selling to the retail at from 55c to 56c per lb. The solids are selling at from 53c to 54c.

Creamery prints (fresh made)	0 55	0 56
Creamery solids (fresh made)	0 53	0 54
Dairy prts., fresh separator, lb.	0 47	0 48
Dairy prints, No. 1, lb.	....	0 45

Margarine in Moderate Demand

Toronto.

MARGARINE.—There is a moderate inquiry for margarine. Quotations are unchanged, prices being steady and strong.

Margarine—		
1-lb. prints, No. 1	0 35	0 36
Do., No. 2	0 32	0 34
Do., No. 3	0 28	0 29

Solids 1c per lb. less than prints.

Prices of Lard Holding Firm

Toronto.

LARD.—Very strong quotations are ruling on lard, tierce basis. It is selling at from 37c to 37¼c per lb. There is a heavy demand for lard.

Lard, tierces, 400 lbs., lb.	0 37	0 37½

In 60-lb. tubs, ½c higher than tierces, pails ¾c higher than tierces, and 1-lb. prints, 2c higher than tierces.

Shortening Has Active Inquiry

Toronto.

SHORTENING.—Prices on shortening on the tierce basis, range from 31½c to 32c per lb. There is a very brisk demand for shortening at the present time.

Shortening—		
Tierces, 400 lbs., lb.	0 31½	0 32

Cheese is Now Selling Easier

Toronto.

CHEESE.—The tendency in cheese, dealers state, is inclined to be easier. The retail trade bought fairly heavy at the lower prices, with the result that the demand just now is not quite so brisk. Large cheese is selling at 28c, and new Stiltons at 29c.

Cheese—		
Large	....	0 28
Stilton (new)	....	0 29

Twins ½c lb. higher than large cheese. Triplets 1½c higher than large cheese.

Egg Quotations Are Unchanged

Toronto.

EGGS.—Dealers this week are paying 47c per doz. for eggs in the country. Number ones are selling to the trade at from 54c to 55c, and in cartons at from 58c to 60c per doz.

Eggs—		
New laids, in cartons, doz.	0 58	0 60
New laids, doz.	0 54	0 55

Prices shown are subject to daily fluctuations of the market.

Trout Inclined To Be Scarce

Toronto.

FISH.—The demand for fish is active just now, but the supplies coming forward are not quite so heavy. In fact in some lines there is a scarcity. The Government is selling whitefish on a fairly large scale, at prices under the dealers. British Columbia salmon is now arriving, selling at from 27c to 28c per lb. Trout is scarce and is quoted at 17c and 18c per lb. Frozen mackerel is bringing 12c per lb.

FRESH SEA FISH		
Cod Steak, lb.	$0 11	$0 12
Do., market, lb.	0 09	0 10
Haddock, heads off, lb.	....	0 12
Do., heads on, lb.	....	0 10
Halibut, chicken	0 21	0 22
Do., medium	0 22	0 23
Flounders, lb.	0 07	0 10
Salmon, Restigouche	....	0 35
Fresh B. C. Salmon	0 27	0 28
FROZEN SEA FISH		
Salmon	....	0 25
Herring	0 09	0 10
Mackerel	....	0 12
FRESH LAKE FISH		
Lake herring, round lb.	....	0 10
Do., dressed, lb.	0 11	0 12
Trout, lb.	0 17	0 18
Whitefish, lb.	0 15	0 16
Mullets, lb.	....	0 05
Fresh pickerel	0 15	0 16
Ciscoes	....	0 16
Pike	0 09	0 10
Fresh mackerel	....	0 15

Spring Chicken is Quoted Lower

Toronto.

POULTRY.—There is a very brisk demand for poultry, and arrivals are fairly plentiful. Spring chicken is quoted lower, dealers paying 32c per lb. for it, delivered in Toronto. It is selling to the trade at 50c per lb, either live or dressed. Turkeys are selling at 40c per lb.

Prices paid by commission men at Toronto:	Live	Dressed
Turkeys, old, lb.	0 25	0 30
Do., young, lb.	0 30	0 35
Roosters, lb.	0 22	0 25
Fowl, over 4½ lbs.	0 30	0 30
Fowl, under 4½ lbs.	0 27	0 27
Spring chickens	0 32	0 32

Prices quoted to retail trade:—		Dressed
Hens, heavy	$....	$0 35
Do., light	....	0 33
Chickens, spring	0 50	0 50
Ducklings	....	0 35
Turkeys	0 40	0 40

WINNIPEG MARKETS

WINNIPEG, Aug. 9—There is a generally easier feeling evidenced in all produce lines on the market. Pork products, butter and eggs, have all either declined in price or are giving indication of so doing.

Lower Prices For Pork Products

Winnipeg.

HOGS.—While hogs are still remaining steady at the high quotation of $23.50 local packers are of the opinion that this market is weakening and lower prices may be expected on pork products before long. Public sympathy for lowering the cost of living, combined with the fact that beef prices are comparatively lower as cattle are now coming to market, are the chief factors involved.

Egg Prices May Decline

Winnipeg.

EGGS.—The weakening tendency noticeable in other provision markets also affects the local egg market, and a decline is expected in prices. Quotations are now ruling at from 45c to 50c per dozen.

Weakening in Butter Market

Winnipeg.

BUTTER.—A weakening of the butter market is expected in sympathy with this tendency in all provisions. Lower prices are looked for by packers. No. 1 creamery butter is being sold to the trade this week at 56c per lb. Country shippers are receiving 42c per lb. for dairy butter.

HUGE AMERICAN FRUIT CONCERN INCORPORATED

Capitalized at Fifty Million—Owns Much Promising Land

The American Fruit Growers, Inc., just incorporated in Delaware, with an authorized capitalization of $5,000,000, is to become a nation-wide producing, distributing and marketing organization for fruit and produce. It has a backing of Frank A. Vanderlip, formerly president of the National City Bank of New York, and other prominent financiers. This is the concern of which Charles J. Brand, formerly head of the United States Bureau of Markets, is to be the general manager.

Announcement of the plans of the organization and its financial backing caused considerable discussion in the market. The American Fruit Growers will not confine its activities to distribution and marketing, but has entered the production field acquiring citrus properties in California valued at $5,000,000; grape properties in California, apple properties in the Wenatchee and Yakima valleys of Washington, Oregon, the Appalachian Mountains in southern Illinois and some citrus properties in Florida. The company has paid cash for these, and other properties are being negotiated for.

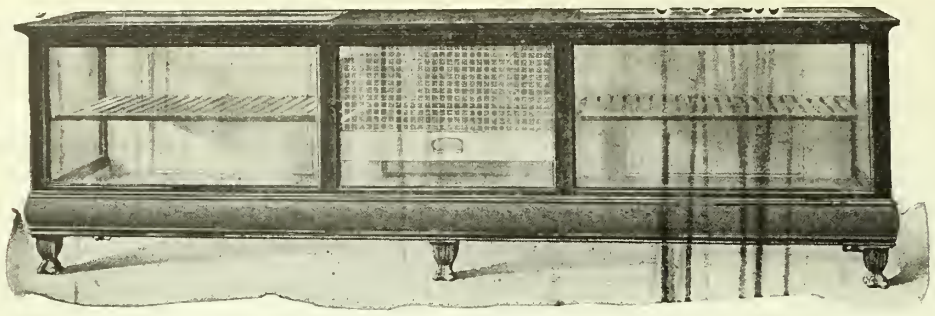
The company will handle vegetables as well as fruit, raising them and distributing them. The project is regarded in financial circles as a new departure, constituting the first formidable effort to apply the methods of "big business" to this particular field. The company is already a going concern in that permanent headquarters have been established at Pittsburgh and plans are under consideration for appointing agents or opening branch offices in the principal cities throughout the country.

The officers of the company are J. S. Crutchfield, president; P. B. Woolfolk, vice-president; Chester A. Tyson, vice-president, and Charles J. Brand, vice-president and general manager. Mr. Brand recently resigned as chief of the Bureau of Markets of the Department of Agriculture, with which he had been associated since its organiaztion, to join the American Fruit Growers.

AUTO ENTERS GROCERY STORE

At about 12.15 this morning a car driven by H. White ran into the door of Paskin's grocery store, at the corner of Hunter and Aylmer Streets, Peterborough, Ont.

The driver was trying to turn off Aylmer Street, but lost control of the car and it went over the curb into the door of the corner grocery.



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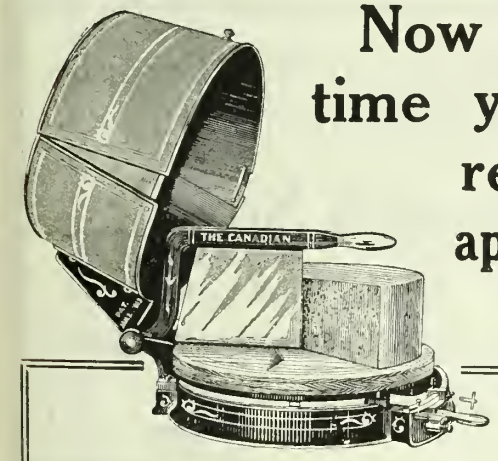

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PURE MAPLE SUGAR AND SYRUP

We can supply this season's crop. Our goods are backed by a written guarantee to be absolutely pure maple only. Order your requirements now direct or from our Agents.

REPRESENTATIVES:—W. L. Mackenzie & Co., Limited, Winnipeg, Regina, Saskatoon, Calgary, and Edmonton; Oppenheimer Bros., Limited, Vancouver, B.C.; S. H. P. MacKenzie & Co., 33 Yonge St., Toronto, Can.; J. W. Gorham & Co., Halifax, N.S., and The Canadian Maple Products Company, Limited, 5 Justice Walk, Church Street, Chelsea, London, S.W.

MAPLE TREE PRODUCERS' ASSOCIATION, LIMITED
Offices: 58 Wellington St. W., Montreal, Canada

See our Display at the Toronto Exhibition of

Scotch Snack

Fine for Salads, Sandwiches, etc.

ARGYLL BUTE, 637 St. Urbain St., MONTREAL
W. S. BAYLEY, 20 Front St. East, TORONTO
Western Agents:
WATSON & TRUESDALE, Winnipeg
OPPENHEIMER BROS., Limited, Vancouver

When in Doubt Try the "Want Ad' Page

Every week this page is being used to splendid advantage by others. If you have something to sell, or you want to buy a business, fixtures or equipment—or maybe you want a clerk, a traveller—try it out.

Two cents per word first insertion, and one cent per word for each subsequent insertion, and five cents extra per insertion for Box No. Payable in advance.

ADDRESS
CANADIAN GROCER - - 143-153 UNIVERSITY AVE., TORONTO

Brunswick Brand

Sea Foods

The high estimation in which Connors Bros.' Brunswick Brand Sea Foods are held by the Canadian consumer is easily understood when one considers the scrupulous care and attention given to the selecting, processing and packing of the fish.

A Government analysis at Ottawa shows that Brunswick Brand Sea Foods are superior to the imported lines. So that in handling Brunswick Brand you are handling the best and encouraging native enterprise at the same time.

Are you supplied with each of the following—

- ¼ Oil Sardines
- ¼ Mustard Sardines
- Finnan Haddies
  (Oval and Round Tins)
- Kippered Herring
- Herring in Tomato Sauce, Clams

Connors Bros., Limited

BLACK'S HARBOR, N.B.

TOMATO CATSUP

AYLMER BRAND

A POPULAR LINE --- STEADY DEMAND --- PROFITABLE

GLASS BOTTLES	GLASS AND STONE JUGS
8 oz. 12 oz. 17 oz.	1 GAL.
2 DOZEN TO CASE	4 TO CRATE

THROUGH YOUR JOBBER OR DIRECT

DOMINION CANNERS LIMITED

HAMILTON, CANADA

Canada Food Board License No. 14-12

IN searching for new business let us advise you there is money in the use of

Press Clippings

Our service assures you of earliest news on new concerns, business changes, markets and trade news. You can keep posted at a minimum cost. Write to

CANADIAN
Press Clipping Service
143-153 University Ave., Toronto

OLIVE BUTTER

Unquestionably appetizingly popular.

A palatable product prepared from Selected Spices, Olives, Pimento and Malt Vinegar — the Very Highest Grade Obtainable.

Prominently displayed, Olive Butter will prove itself a brisk seller.

HAVE A STOCK OF OLIVE BUTTER ON HAND AND DISPLAY IT EVERY DAY.

Sold and Manufactured by

E. W. Jeffress, Limited

WALKERVILLE, ONT.

UPTON'S PURE JAMS AND MARMALADES

Expert cooks, modern machinery, and choicest ingredients are three of the reasons why Upton's Preserves are given preference by the Canadian housewife.

All fruit is carefully washed and sorted before going to the pans, and no seconds or near firsts are allowed to pass the sorting room.

Our latest recipe book, "New Ways to Use Orange Marmalade," is now ready. Get a supply for distribution to your customers. Also ask for our new price list.

The T. Upton Company, Limited
HAMILTON, CANADA

Selling Agents: S. H. Moore & Company, TORONTO, ONT. | Rose and Laflamme, Limited, MONTREAL, QUE. | Gaetz & Co., HALIFAX, N.S. | Schofield & Beer, ST. JOHN, N.B. | P. H. Cowan & Co., ST. JOHN'S, NFLD. | Scott Bathgate Co. Ltd., WINNIPEG, MAN.

ROYAL ACADIA SUGAR

What Brand of Sugar Do You Recommend?

The grocers' recommendation is usually the deciding factor in sugar sales.

Sugar as a rule is not asked for by name. But the dealer is always justified in recommending ROYAL ACADIA—the sugar that's always good.

Every Grain Pure Cane. When she asks for sugar give her Royal Acadia brand.

The Acadia Sugar Refining Co., Ltd.
HALIFAX, CANADA

Big Grocers Sell

Purity Flour because it is a favorite with the cook. Whenever customers try it they are well pleased and come back for more. They buy

PURITY FLOUR

(Government Standard)

because it is made from the best wheat, is uniform in quality and is a first-class flour for household use—a flour grocers recognize as a business builder.

Western Canada Flour Mills Co., Limited

Toronto, Winnipeg, Calgary, Brandon, Edmonton, Vancouver,
New Westminster, Victoria, Nanaimo, Prince Rupert, Nelson,
Rossland, Goderich, Ottawa, Montreal, St. John

"More Bread and Better Bread, and Better Pastry"

KING GEORGE'S NAVY

CHEWING TOBACCO

Will win you increased business prestige

By getting you the good-will of the men, King George's Navy will increase your prestige and your profits, too.

Get a man coming to your store for this delightful chew and you'll hold his custom right along.

Show King George's Navy now.

Rock City Tobacco Co., Ltd.

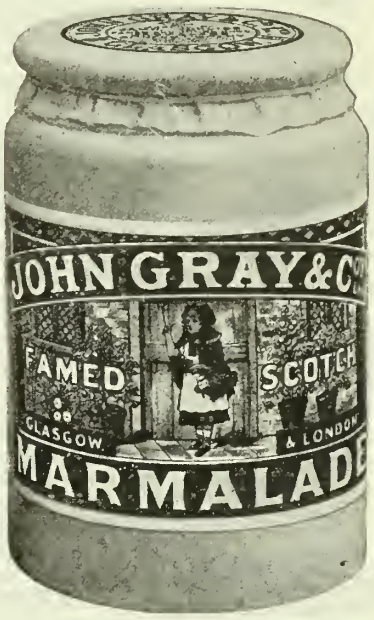
JAMS
MARMALADES
PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

Cable: Lamberton, Glasgow.
Codes: A.B.C. 4th and 5th Editions.

CONFECTIONERY
MARZIPAN
CHOCOLATE



Agents
Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada
Lind Brokerage Co., Ltd., Toronto

Telegrams and Cables—LANDAUER, LONDON
Standard Codes Employed

Established 1878

LANDAUER & CO.

36 Fenchurch Street, LONDON, E.C. 3, ENGLAND

IMPORTERS, EXPORTERS and GENERAL : PRODUCE MERCHANTS :

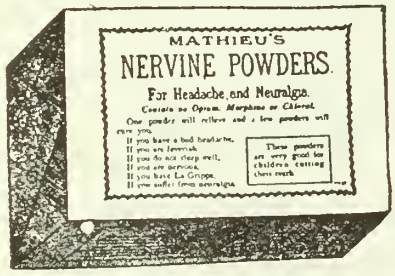
Keenly interested in all descriptions of CANNED GOODS
Specifically APPLES, PEARS and MEATS

SHIPPERS, PACKERS and EXPORTERS INVITED TO CORRESPOND

Bankers: ROYAL BANK OF SCOTLAND

Century
A firm favorite with Canadian housewives because of its proven purity, its snowy whiteness and its economy. Well advertised. More and more people are asking for "Century."
CENTURY TABLE SALT
THE DOMINION SALT CO LIMITED
SARNIA ONTARIO
SIFTO SALT
Here's the nicest thing in table salt—SIFTO, "it flows." Comes in a handsome dust-proof carton, and "as welcome as the flowers in May" to the table where clogged salt shakers are a bugbear. Your customers want it.
SIFTO
TABLE SALT
DOMINION SALT CO LIMITED
SARNIA ONT
If your jobber cannot supply you we invite your enquiry, when price lists and full information will be promptly sent to you.
DOMINION SALT CO., Limited, SARNIA, Canada
Manufacturers and Shippers

MATHIEU'S NERVINE POWDERS


MATHIEU'S
NERVINE POWDERS
For Headache and Neuralgia.
Contain no Opium, Morphine or Chloral.
One powder will relieve and a few powders will cure you.
If you have a bad headache,
If you are feverish
If you fly into a rage easily,
If you are nervous,
If you have La Grippe,
If you suffer from neuralgia
These powders are very good for children cutting their teeth

A NERVE remedy that gives excellent results in cases of Headache, Neuralgia, Sleeplessness, etc.

Every package you sell will increase your customers' confidence in the reliability of the lines you carry.

J. L. Mathieu Co.
SHERBROOKE, QUEBEC

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $83.20 PER INCH PER YEAR

JAMS

DOMINION CANNERS, LTD.
Hamilton, Ont.
"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vav top Glass Jars, 16 oz. glass, 2 doz. case.	Per doz.
Strawberry	$4 60
Currant, Black	4 50
Pear	3 90
Peach	3 90
Plum	3 70
Raspberry, Red	4 50
Apricot	4 00
Cherry	4 30
Gooseberry	4 00

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	$2 30
12 oz. Glass, Screw Top, 2 doz. in case	2 55
16 oz. Glass, Screw Top, 2 doz. in case	3 25
16 oz., Glass, Tall, Vacuum, 2 doz. in case	3 25
2's Tin, 2 doz. per case	4 80
4's Tins, 12 pails in crate, per pail	0 78
5's Tin, 8 pails in crate, per pail	0 97
7's Tin or Wood, 6 pails in crate	1 36
30's Tin or Wood, one pail in crate, per lb.	0 20

PORK AND BEANS "DOMINION BRAND"

	Per doz.
Individual Pork and Beans, Plain, 75c, or with Sauce, 4 doz. to case	$0 85
1's Pork and Beans, Flat, Plain, 4 doz. to case	0 92½
1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case	0 95
1's Pork and Beans, Tall, Plain, 4 doz. to case	0 95
1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to the case	0 97½
1½'s (20 oz.) Plain, per doz.	1 25
Tomato or Chili Sauce	1 27½
2's Pork and Beans, Plain, 2 doz. to the case	1 50
2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case	1 52½
2½'s Tall, Plain, per doz.	2 00
Tomato or Chili Sauce	2 35

Family, Plain, $1.75 doz.; Family, Tomato Sauce, $1.95 doz.; Family, Chili Sauce, $1.95 doz. The above 2 doz. to the case.

CATSUPS—In Glass Bottles

	Per doz.
½ Pts., Aylmer Quality	$1 90
12 oz., Aylmer Quality	2 35
	Per jug.
Gallon Jugs, Aylmer Quality	1 62½
	Per doz.
Pints, Delhi Epicure	2 70
½ Pints, Red Seal	1 45
Pints, Red Seal	1 90
Qts., Red Seal	2 45
Gallons, Red Seal	6 45

BORDEN MILK CO., LTD.,
180 St. Paul St. West,
Montreal, Can.

CONDENSED MILK

Terms, net, 30 days.

Eagle Brand, each, 48 cans	$9 60
Reindeer Brand, each 48 cans	9 15
Silver Cow, each 48 cans	8 40
Gold Seal, Purity, each 48 cans	8 25
Mayflower Brand, each 48 cans	8 25
Challenge Clover Brand, each 48 cans	7 75

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	$6 90
Jersey Brand, Hotel, each 24 Cans	7 00
Peerless Brand, small, each 24 cans	3 15
St. Charles Brand, Tall, each 48 cans	6 90
Jersey Brand, Tall, each 48 cans	6 90
Peerless Brand, Tall, each 48 cans	6 90
St. Charles Brand, Family, 48 cans	6 50
Jersey Brand, Family, each 48 cans	5 75
Peerless Brand, Family, each 48 cans	5 75
St. Charles Brand, small, each 48 cans	2 90
Jersey Brand, small, each 48 cans	2 90
Peerless Brand, small, each 48 cans	2 90

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	$6 50
Reindeer Brand, small, each 48 cans	6 50
Regal Brand, each 24 cans	5 90
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. CLARK, LIMITED, MONTREAL.

Compressed Corn Beef—½s, $2.95; 1s, $4.95; 2s, $9.45; 6s, $34.75.
Lunch Ham—1s, $6.95; 2s, $13.85.
Ready Lunch Beef—1s, $4.95; 2s, $9.
English Brawn — ½s, $2.95; 1s, $4.45; 2s, $8.95.
Boneless Pig's Feet—½s, $2.95; 1s, $4.45; 2s, $8.95.
Ready Lunch Veal Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Beef-Ham Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Beef Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Asst. Loaves — ½s, $2.50; 1s, $4.50.
Geneva Sausage—1s, $4.45; 2s, $8.75
Roast Beef—½s, $2.95; 1s, $4.95; 2s, $9.45; 6s, $34.75.
Roast Mutton—1s, $6.35; 2s, $11.95; square cans, $45.
Boiled Mutton—1s, $6.35; 2s, $11.95; 6s, $45.
Jellied Veal—½s, $3.35; 1s, $4.95; 2s, $9.25.
Cooked Tripe—1s, $2.95; 2s, $4.95.
Stewed Ox Tail—1s, $2.35; 2s, $4.45.
Stewed Kidneys—1s, $4.45; 2s, $8.45.
Mince Collops—½s, $1.95; 1s, $3.90; 2s, $6.85.
Sausage Meat—1s, $3.95; 2s, $7.95.
Corn Beef Hash — ½s, $1.95; 1s, $3.95; 2s, $5.90.
Beef Steak and Onions—½s, $2.95; 1s, $4.95; 2s, $8.95.
Jellied Hocks—2s, $9.45; 6s, $30.
Irish Stew—1s, $2.95; 2s, $5.90.
Cambridge Sausage—1s, $4.45; 2s, $8.75.
Boneless Chicken—½s, $5.95; 1s, $9.95.
Boneless Turkey — ½s, $5.95; 1s, $9.00.
Ox Tongue—½s, $4.95; 1s, $12.00; 1½s, $18.50; 2s, $23.95; 3½s, $44.00; 6s, $60.00.
Lunch Tongue—½s, $4.90; 1s, $10.45.
Mince Meat (Tins)—1s, $2.90; 2s, $4.00; 5s, $12.90.

SALMON

We are having a very big trade in all kinds of Salmon, although the Red kinds are in most demand. You who are in need of Salmon can get your requirements from us of any of the following lines which are all excellent value on to-day's market.

Libby's Red Alaska, Tall	1s	4.25
Victor Red Spring, "	1s	4.35
" " "	½s	2.35
Courtier Choice Red, Tall	1s	3.75
Herald Fancy Northern Pink, Tall	1s	2.65
Belle Choice Pink		2.35
Vimy Ridge Choice White Spring		
Really fine quality extra good value		1.95

TAPIOCA

Now that Medium Pearl is so very scarce and high, why not suggest to your trade that they take the Small Pearl which is equally as good, and preferred by many. Sell it as Small Tapioca instead of misnaming it Sago.

Seed Prl. Tapioca 12

Send Us An Order

H. P. ECKARDT & CO

WHOLESALE GROCERS

CHURCH STREET & ESPLANADE TORONTO

MR. GROCER!

Are Your Accounts Up-to-Date?

The completion of the European war means economy and system for the foundation and reconstruction of your business if same is to be carried on successfully.

The grocers using our system vouch for the labor, time and money saved.

Accounts handed to a charge customer at a moment's notice.

Our security envelope file-check system keeps accurate accounts.

Are you interested in putting your business up-to-date?

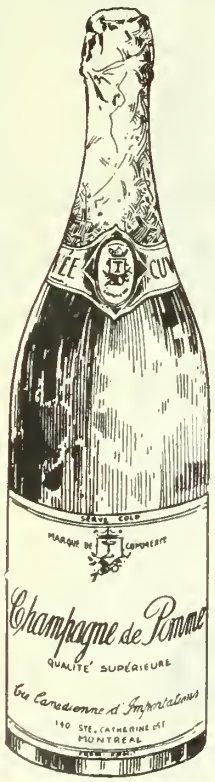
Write for catalogue illustrating and describing same.

SECURITY ENVELOPE FILE-CHECK SYSTEM

29 Ontario Street STRATFORD, Ont.

Copyrighted.

GROCERS



ORDER YOUR STOCK OF

Champagne de Pomme

NOW

It makes a delicious drink. Put up in pint bottles or splits. Recommend it to your customers. Pays a good profit. Easy to sell.

Order from your wholesaler or

Cie Canadien Importations

140 ST. CATHERINE ST. E.

Montreal

We want Agents in Every City and Town.

Mince Meat (bulk)—5s, 17c; 10s, 16c; 25s, 15; 50s, $15.
Chateau Brand Pork and Beans, with Tomato Sauce—Ind., $1.05; 1s, $1.65; 2s, $2.35; 3s, $3.50.
With Plain Sauce—Ind., 95c; 1s, $1.60; 2s, $2.30; 3s, $3.30.
Chateau Brand Concentrated Soups—Celery, $1.45; Consomme, $1.45; Green Peas, $1.45; Julienne, $1.45; Mutton Broth, $1.45; Ox Tail, $1.45; Pea, $1.45; Scotch Broth, $1.45; Chicken, $1.60: Mock Turtle, $1.45; Tomato, $1.45; Vermicelli Tomato, $1.45; Soups and Bouilli, 6s, $15.
Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 85c; 1s, $1.00; 1½s, $1.45; 2s, $1.90; 3s, talls, $2.75; 6s, $8; 12s, $16.
Plain Sauce, Pink Label—Ind., 85c; 1s, $1.00; 1½s, $1.45; 2s, $1.90; 3s (talls), $2.75; 6s, $8; 12s, $12.
Chili Sauce (red and gold label)—Ind., 85c; 1s, $1.00; 1½s, $1.45; 2s, $1.90; 3s, $2.75.
Vegetarian Baked Beans and Tomato Sauce—2s, $1.90.
Sliced Smoked Beef—½s, $2.45; 1s, $3.45; 4s, $24.
Canadian Boiled Dinner—1s, $2.45; 2s, $4.95.
Army Rations—Beef and Vegetables, 1s, $2.45; 2s, $4.95.
Spaghetti with Tomato Sauce with Cheese—½s, $1.40; 1s, $1.85; 3s, $3.35.
Tongue, Ham and Veal Pates—½s, $2.35.
Ham and Veal Pates—½s, $2.40.
Smoked Vienna Style Sausage—½s, $2.85.
Pate De Foie—¼s, 80c; ½s, $1.40.
Plum Pudding—½s, $1.95; 1s, $3.85.
Potted Beef Ham—¼s, 80c; ½s, $1.45.
Potted Beef—¼s, 80c; ½s, $1.45.
Potted Tongue—¼s, 80c; ½s, $1.45.
Potted Game (Venison)—¼s, 80c; ½s, $1.45.
Potted Veal—¼s, 80c; ½s, $1.45.
Potted Meats (Assorted)—¼s, 85c; ½s, $1.50.
Devilled Beef Ham—¼s, 80c; ½s, $1.45. Beef—¼s, 80c; ½s, $1.45.
Devilled Tongue — ¼s, 80c; ½s, $1.45. Veal—¼s, 80c; ½s, $1.45.
Devilled Meats (Assorted) — ¼s, 85c; ½s, $1.50.

In Glass Goods

Fluid Beef Cordial—20 oz. bottles, ...; 10 oz., ...
Ox Tongue — 1½s, $20.00; 2s, $24.95.
Lunch Tongue (in glass)—1s, $11.95
Sliced Smoked Beef (in glass)—¼s, $1.80; ½s, $2.80; 1s, $3.90.
Mincemeat (in glass)—1s, $3.25.
Potted Chicken (in glass) — ¼s, $2.90.
Ham (in glass)—¼s, $2.90.
Tongue (in glass)—¼s, $2.90.
Venison (in glass)—¼s, $2.90.
Meats, Assorted (in glass)—$2.90.
Chicken Breast (in glass) — ½s, ...
Tomato Ketchup — 8s, $2.20; 12s, $2.75; 16s, $3.40.
Chili Sauce—10 oz., $3.25.
Peanut Butter — ¼s, $1.45; ½s, $1.95; 1s, $2.45; in pails, 5s, 31c; 12s, 29c; 24s, 28c; 50s, 28c.

B.C. HOPS

Dominion Brand, quarters, per short weight pound	0.30
Dominion Brand, halves, per short weight pound	0.29
Maple Leaf Brand, ¼ lb. packages, per full weight pound.	0 40
Maple Leaf Brand, ½ lb. packages, per full weight pound.	0.39

COLMAN'S OR KEEN'S MUSTARD

	Per doz. tins
D.S.F., ¼-lb.	$2 80
D.S.F., ½-lb.	5 30
D.S.F., 1-lb.	10 40
F.D., ¼-lb.	..

	Per jar
Durham, 1-lb. jar, each	$0 60
Durham, 4-lb. jar, each	2 25

CANADIAN MILK PRODUCTS, LIMITED, Toronto and Montreal

KLIM

Hotel	$20 00
Household size	9 00
Small size	5 75

F.o.b. Ontario jobbing points, east of and including Fort William Freight allowance not to exceed 50c per 100 lbs., to other points, on 5-case lots or more.

THE CANADA STARCH CO., LTD.
Manufacturers of the Edwardsburg Brands Starches

Laundry Starches— Boxes	Cents
40 lbs., Canada Laundry	0.10
40 lbs., 1-lb. pkg., Canada White or Acme Gloss	0.10½
48 lbs., No. 1 White or Blue Starch, 3-lb. cartons	0.11
100-lb. kegs, No. 1 white	0.10½
200-lb. bbls., No. 1 white	0.10½
30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs.	0.12
48 lbs., Silver Gloss, in 6-lb. tin canisters	0.13½
36 lbs. Silver Gloss, in 6-lb. draw lid boxes	0.13½
100 lbs., kegs, Silver Gloss, large crystals	0.11½
40 lbs., Benson's Enamel, (cold water), per case	3.25
Celluloid, 45 cartons, case	4.50

Culinary Starch

40 lbs., W. T. Benson & Co.'s Celebrated Prepared	0.11¾
40 lbs. Canada Pure or Challenge Corn	0.10¼
20-lb. Casco Refined Potato Flour, 1-lb. pkgs.	0.16½

(20-lb. boxes, ¼c higher, except potato flour)

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz.	1 50
Knox Plain Sparkling Gelatine (makes 4 pints), per doz.	$2 00
Knox Acidulated Gelatine (Lemon Flavor), makes 4 pints, per doz.	2 10

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP

Perfect Seal Jars, 3 lbs., - doz. in case	$4.30
2-lb. tins, 2 doz. in case	5.45
5-lb. tins, 1 doz. in case	6.05
10-lb. tins, 1 doz. in case	5 75
20-lb. tins, ¼ doz. in case	5 70

(Prices in Maritime Provinces 10c per case higher.)

Barrels, about 700 lbs.	$0 08¼
Half bbls., about 350 lbs.	0 08½
¼ bbls., about 175 lbs.	0 08¾
2-gal. wooden pails, 25 lbs.	2 60
3-gal. wooden pails, 38½ lbs.	3 85
5-gal. wooden pails, 65 lbs.	6 25

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	$5 95
5-lb. tins, 1 doz. in case	6 55
10-lb. tins, ½ doz. in case	6 05
20-lb. tins, ¼ doz. in case	6 25

(5, 10, and 20-lb. tins have wire handles.)

MOZOLA COOKING OIL

	Per case
No. 1, 24 tins	12 00
No. 2, 12 tins	11 50
No. 8, 6 tins, 7½ lbs. each	20 25
No. 5, 2 tins, 37½ lb. each	30 00

INFANTS' FOOD
MAGOR, SON & CO., LTD.

	Doz.
Robinson's Patent Barley— 1 lb.	$4 00
½ lb.	2 00
Robinson's Patent Groats— 1 lb.	4 00
½ lb.	2 00

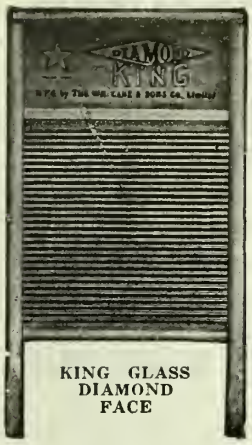
NUGGET POLISHES

	Doz.
Polish, Black, Tan, Toney Red and Dark Brown	$1 15
Card Outfits, Black and Tan	4 15
Metal Outfits, Black and Tan	4 85
Creams, Black and Tan	1 25
White Cleaner	1 25

IMPERIAL TOBACCO CO. OF CANADA, LIMITED
EMPIRE BRANCH

Black Watch, 10s, lb.	$1 20
Bobs, 12s	1 00
Currency, 12s	1 00
Stag Bar, 9s, boxes, 6 lbs.	1 08
Pay Roll, thick bars	1 25
Pay Roll, plugs, 10s, 6-lb. ¼ caddies	1 25
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs	1 08
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes	1 12
Forest and Stream, tins, 9s, 2-lb. cartons	1 14

CANE'S WASHBOARDS



KING GLASS DIAMOND FACE

The Life of a Washboard

is the life of the rubbing plate. That's why such care is taken in the selection and handling of materials for the rubbing plates of Cane's Washboards. They'll give longer service than any other.

Your jobber carries these "Cane" washboards:

Diamond King—Glass rubbing plate.
Improved Globe—Zinc rubbing plate.
Original Globe—Extra heavy back, zinc plate.
Western King—Enamel washing plate.

The frames and backs of these washboards are made of selected, clean, white basswood.

Ask your jobber, too, about other Cane lines, including Pails, Tubs, Clothes Pins, etc.

The Wm. Cane & Sons Company, Ltd.
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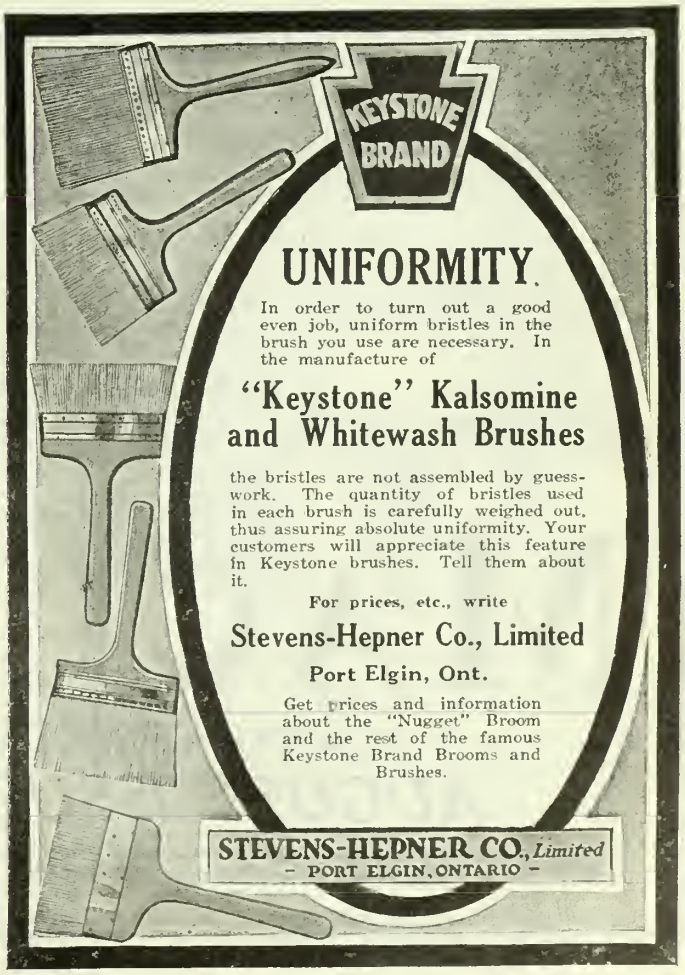

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– PORT ELGIN, ONTARIO –

The Secret of the Strikes

Most Canadians are asking "What is the cause of the 'Great Unrest' "? Is it the fault of labor—or of capital?—or is it the result of German propaganda? Do you know of the real reason for the labor disturbances in Canada, and elsewhere? Are YOU thoroughly familiar with the ins-and-outs of the plans which threaten a world-wide "tie-up?" This is something that should be understood by every Canadian. And every Canadian should read "The Secret of the Strikes," by Lieut.-Colonel J. B. Maclean in the August issue of MacLean's Magazine. It is brimful of startling and authoritative information regarding this great problem. Read it carefully. It starts on page 33, August MacLean's.

"The Lecturer At Large"

Stephen Leacock is one of the continent's greatest humorists. "The Lecturer at Large" is one of the best humorous sketches that he has written. It is made up of what he terms "a few painful reminiscences of the platform" in the course of his lecturing up and down Canada. Get your family around you and read the sketch aloud—it's a rare treat.

Other Big Features

"A Party in the Making." By J. K. Munro. Illustrated by William Casey. An article on the political situation, giving a great deal of inside information with reference to recent developments at Ottawa.

"Solving the Problem of the Arctic." By Vilhjalmur Stefansson. The fifth instalment of his story of the five years' explorations that he conducted for the Dominion of Canada.

"The Unspoiled Country." By Harold C. Lowrey. A descriptive article of a part of Canada which is little known to Canadians generally, Temagami.

"Petite Simunde." By Arthur Beverley Baxter. Illustrated by E. J. Dinsmore. A charming romance of the war. The author will be remembered favorably for his "Mr. Craighouse of New York, Satirist."

"The Seven Blue Doves." By W. A. Fraser. Illustrated by Charles L. Wrenn. The fifth of the Bulldog Carney series and in some respects the best. It is a mystery story.

"His Majesty's Well-Beloved." By Baroness Orczy. Illustrated by C. F. Peters. The second instalment of this splendid romantic novel of the colorful era of Charles II.

The Month's Vital Question

Turn to page 34, August MACLEAN'S, and you will find timely and interesting information regarding the High Cost of Living—a problem of large proportions.

The Review of Reviews

Here are a few of the articles chosen as the best published during the past month in all magazines:—Britain Winning Supremacy of the Air; Has Japan Two Governments?; Kaiser Employed Famous Beauties; The New Triple Alliance; Mammoth Animals in Alberta.

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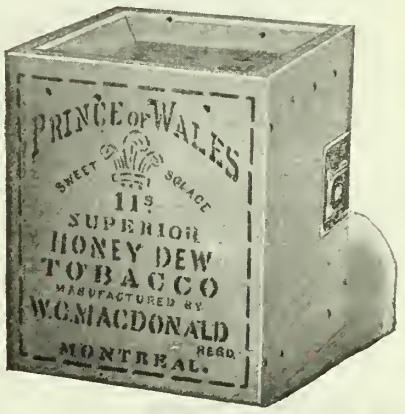

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Perfection, 10s size, doz.....	1 10
Perfection, 5-lb. tins, per lb...	0 42
Supreme Breakfast Cocoa, ½-lb. jars, 1 and 2 doz. in box, doz.	3 00
Soluble Cocoa Mixture (Sweetened) 5 and 10-lb. tins, per lb.	0 28

(Unsweetened Chocolate)

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Supreme Chocolate, 10c size, 2 doz. in box, per box ...	1 80
Perfection Chocolate, 10c size, 2 doz. in box, per box.....	1 80

SWEET CHOCOLATE—	Per lb.
Eagle Chocolate, ¼s, 6-lb. boxes	0 32
Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case....	0 31
Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs., in case	0 32
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 33
Diamond Crown Chocolate, 28 cakes in box	1 10

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Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb.....	0 44
Milk Croquettes, 5-lb. boxes, 30 boxes in case, per lb....	0 44
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb....	0 44
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb....	0 40
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb....	0 40
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb....	0 40
No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb....	0 40
No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb.....	0 37
No. 1 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 40
No. 2 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb..	0 37
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.....	0 60
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb....	0 60

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Nut Milk Chocolate, ½s, 4-lb. box, 35 boxes in case, per lb.	0 45
Nut Milk Chocolate, ¼s, 4-lb. box, 35 boxes in case, per lb.	0 45
Nut Milk Chocolate, lbs. 6-lb. box, 5 div. to cake, per lb...	0 40
Nut Milk Chocolate, 5-cent squares, 20 squares to cake, packed 3 cakes to box, box	$2 35
Fruit and Nut Milk Chocolate, 2-lb. cakes, each 20 div., 3 cakes to box, 35 boxes to case, per box	2 35

MISCELLANEOUS

Maple Buds, fancy, nearly 1 lb., ½ doz. in box, per doz..	$5 50
Maple Buds, fancy, ½ lb., 1 doz. in box, per doz.....	2 75
Assorted Chocolate, 1 lb., ½ doz. in box, per doz.....	5 50
Assorted Chocolate, ½ lb., 1 doz. in box, per doz.....	2 75
Chocolate Ginger, ½ lb., 1 doz. in box, per doz.....	2 75
Crystallized Ginger, ½ lb., 1 doz. in box, per doz.....	2 75
Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per lb.	0 45
Triumph Chocolate, ¼'s, 4-lb. boxes, 35 boxes in case, per box	0 45
Triumph Chocolate, ½-lb. cakes, 4 lb., 35 boxes in case, per lb.	0 45
Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross	1 15
120—1c. Milk Chocolate Sticks, 60 boxes in case..	0 80

5c LINES

	Toronto Prices Per box
Filbert Nut Bars, 24 in box, 60 boxes in case	$0 95
Almond Nut Bars, 24 in box, 50 boxes in case	0 95
Puffed Rice Bars, 24 in box, 50 boxes in case	0 95
Ginger Bars, 24 in box, 50 boxes in case	0 95
Fruit Bars, 24 in box, 50 boxes in case	0 95
Active Service Bars, 24 in box, 50 boxes in case	0 95
Victory Bar, 24 in box, 60 boxes in case	0 95
Queen's Dessert Bar, 24 in box, 50 boxes in case	0 95
Regal Milk Chocolate Bar, 24 in box, 50 boxes in case	0 95
Royal Milk Cakes, 24 in box, 50 boxes in case	0 95
Cream Bars, 24 in box, 50 boxes in case, per box...	1 00
Maple Buds, 6c display boxes. 6c pyramid packages, 6c glassine envelopes, 4 doz. in box	1 90

10c LINES

Maple Buds, 10c, 1 doz. in box, 50 boxes in case, per doz...	$0 95
Medallions, 10c, 1 doz. in box, 50 boxes in case, per doz...	0 95
Lunch Bar, 10c, 1 doz. in box, 50 boxes in case, per doz...	0 95
Coffee Drops, 10c, 1 doz. in box, 50 boxes in case, per doz...	0 95
Milk Wafers, 10c, 1 doz. in box, 50 boxes in case, per doz...	0 95
Chocolate Beans, 10c, 1 doz in box, 50 boxes in case, per doz.	0 95
Chocolate Emblems, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Chocolate Wafers, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
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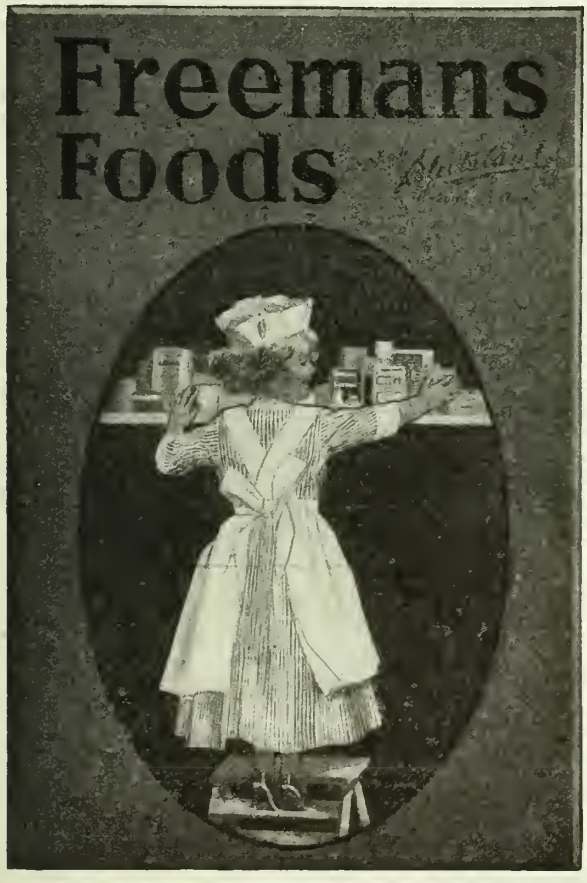

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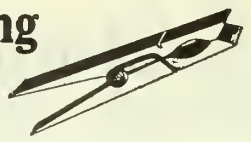

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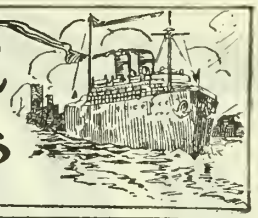

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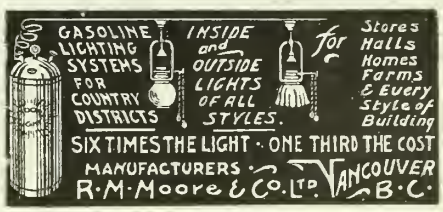
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Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

POSITIONS WANTED

A YOUNG MAN WITH THOROUGH KNOWLedge of grocery business desires a position; used to buying from wholesalers and capable of managing. Box 702, Canadian Grocer, 143 University Avenue, Toronto, Ont.

WANTED

WANTED — A FIRST-CLASS GROCERY AND provision business with flour and feed in connection preferred, but not absolutely necessary. Town must be over five thousand population. State lowest cash price, turnover and full particulars first communication, including reasons for selling. Box 708, Canadian Grocer, 143 University Ave., Toronto, Ont.

A WEST INDIAN BUSINESS OPPORTUNITY—Grocery, Hardware, Stationery, etc., etc., Eight days from New York, Halifax, St. John, N.B. A first-class opportunity for any young man with £5,000 capital along with energy and push to make money. The business has been established for over 30 years—is still going—and is worked on a cash basis. Labor is cheap and working expenses small. For a young man with the future before him a nice comfortable and easy life lies before him. The Island is a healthy one, and the cost of living far below the British Isles, Canada or America. Taxation is almost nil. Write "A", Canadian Grocer, University Ave., Toronto.

We have reply to New Liskeard advertisement, but as name was not signed, we do not know to whom replies are to be forwarded.

CANADIAN GROCER.

FOR SALE

1,000 ADVERTISING HEADLINES AND Show Card Suggestions in a little book of 32 pages, convenient pocket or pigeon-hole size. Adaptable to any business, goods, time, place or season. Instead of spending 15 to 45 minutes thinking up a good headline or wording for a window show card find one here in less than a minute. "Advertising Headlines and Show Card Suggestions" will be mailed on receipt of $1.00. Better order one now lest you forget. Lost time is lost money. Address, Ad Specialty, Antigonish, N.S., Box 419.

ANY FIRMS BUYING POTATOES IN CAR lots will do well to communicate with Prior Bros., merchants, Portage la Prairie. Man.

TRANSLATIONS

ENGLISH INTO FRENCH — COMMERCIAL, Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. **Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault, P.O. Box 135, Station B, Montreal.**

AGENCIES WANTED

MONTREAL COMMISSION BROKERS ARE looking for additional agencies, grocery and candy specialties, chocolates, etc. Strong connection, wholesalers and jobbers. Address "D." care of 12 Fernwood Park Ave., Toronto.

SALESMAN—LONG ESTABLISHED CONNECtion with grocery trade in Montreal, is open for one or two good lines on commission. Box 06, Canadian Grocer, 143 University Avenue, Toronto, Ont.

WANTED
USED JUTE
SUGAR BAGS
AND COTTON LINERS
E·PULLAN
TORONTO

The next time you want a clerk, be sure to advertise in the "Wanted" Page of CANADIAN GROCER. You will receive inquiries from the livest clerks in the Canadian grocery trade, because reading CANADIAN GROCER is a test of the clerk's interest in his business.

FOR SALE

The Wholesale Grocer Sundries business of
F. COWARD
with good C.O.D. connection.
As going concern.
Established 10 years.
Excellent reasons for selling. About $4,500.

Apply
MR. FAHEY
THE COWAN CO.

WANTED

First-class specialty salesman to handle one of the best known food products on the Canadian market.

Box 660, Canadian Grocer
143 University Ave.
Toronto, Ont.

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Canadian Grocer, and let it assist you in filling your needs.

COLLECTIONS

You want those bad accounts cleaned up?
All right, sir, if that's your desire, let us know. We have helped others—we are ready to help you.
We have a large, well-reputed organization, thoroughly qualified to collect anywhere. Let us know your need—we will do the rest.

Nagle Mercantile Agency
Laprairie (Montreal) Que.

EVERYWHERE
NO COLLECTION
NO CHARGE
EFFICIENT
RELIABLE

Judged by Results

—here is a Shortening
that WILL
and DOES
give satisfaction!

"Peerless" Shortening

IT makes an attractive exhibit on your shelves and in your window—but best of all it's a SELLER, and that's what counts most, isn't it?

When a customer buys a product time after time—and always insists on getting the same particular brand—that brand must have MERIT.

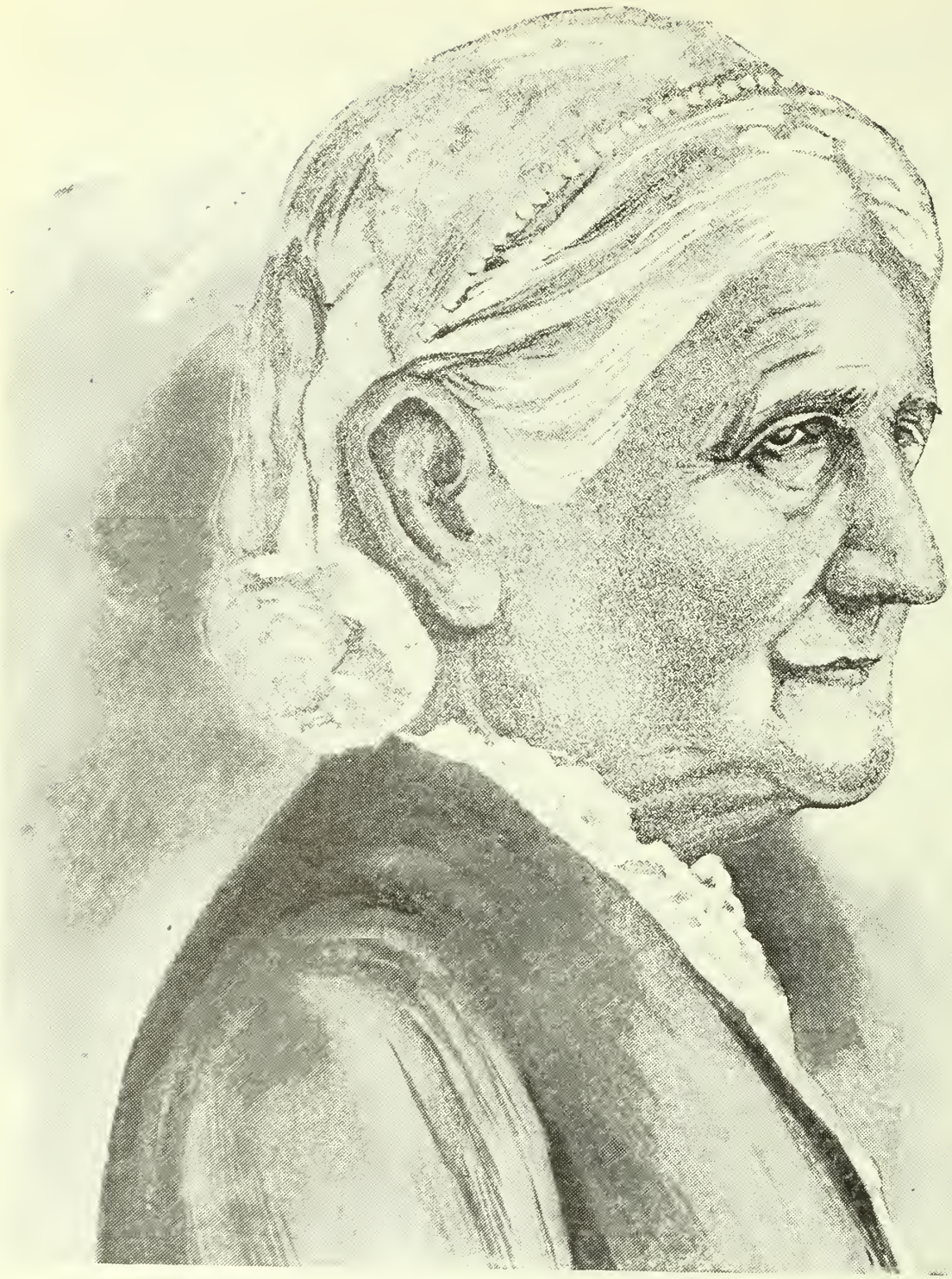
And this is what happens continually with "PEERLESS SHORTENING."

Sold in 3 lb., 5 lb. and 10 lb. Bright Tin Pails and in 1 lb. Sanitary Cartons.

THE WILLIAM DAVIES COMPANY LIMITED

TORONTO & MONTREAL

Canada Food Board Packer's License No. 13-50



The same good kind that mother used to make
(Ready-Made)

Standard the world over for past 90 years

We have secured large stocks of high grade Maple Sugar, Honey and so forth, which we are putting up in packages of a new and attractive form. Wait for our salesmen or let us mail you samples.

SMALL'S LIMITED, MONTREAL

CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIII PUBLICATION OFFICE: TORONTO, AUGUST 22, 1919 No. 34

WHITTALL CANS

for

Meats Vegetables Milk
Syrup Fish Paint Etc.

PACKERS' CANS

Open Top Sanitary Cans
and
Standard Packer Cans
with Solder-Hemmed Caps

A. R. Whittall Can Company, Ltd.
MONTREAL
Established 1888

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation
Copy of report will be sent on request to anyone interested

Olive Butter

Dandy and Delicious *for* Sandwiches Salads, etc.

OLIVE BUTTER
DELICIOUS FOR SANDWICHES SALADS ETC
UNEQUALED APPETIZER
MADE FROM SELECTED PURE OLIVES, PIMENTO, AND MALT VINEGAR
PRODUCED BY E.W. JEFFRESS LIMITED
WALKERVILLE CANADA

A product of unusual excellence that is proving itself a repeater wherever introduced.

Made from selected Olives, Spices, Pimento and Malt Vinegar and by a process that imparts to every morsel a piquancy that wins favor from the first.

A trial order of Olive Butter will show you the big advantages of featuring it regularly.

E. W. Jeffress, Limited

WALKERVILLE, ONTARIO

Distributors:

W. G. Patrick & Co., Limited, Toronto

CANADIAN GROCER, published every Friday. Yearly subscription price $3.00. Entered as second-class matter at Post Office, Ottawa, and as second-class matter, July 5, 1912, at the Post Office at Buffalo, under the Act of March 3rd, 1879.

Going to The Toronto Fair?

If you visit the Exhibition this year don't forget to look us up.

Our booth will be situated as formerly in the Manufacturers' Building, where we shall have a big display of the BORDEN lines.

This annual exhibit of ours is having a splendid educational effect upon the buying public and is boosting the BORDEN demand still more. So if you are a Borden dealer you will be keenly interested, and if you've never yet sold BORDEN'S, come and see us anyway.

We'll be at home to you any day at all during the entire two weeks.

Borden Milk Co., Limited

Leaders of Quality

MONTREAL - VANCOUVER

DON'T READ THIS ANNOUNCEMENT

UNLESS you want to make a little money
you want to build up your business
you want to control your trade
you want to associate your name
with goods that will give 100% satisfaction.

In this particular instance we refer to Baking Powder.

Having purchased the business of The Litster Pure Food Co. and Integrity Mills of Toronto, and reorganized same and installed new and up-to-date machinery, we are now operating one of the best Baking Powder Plants in Canada, and are producing a Baking Powder which we are happy to say, will produce for the housewife 100% satisfaction.

During the month of August and September, we will make and pack for any grocer in Canada, the highest grade baking powder in one-pound tins at a price of $25.00 per gross F.O.B. Toronto.

We have a nice variety of special labels that we can prepare with your own name and address and brand on, as we operate our own printing plant, and are well fitted for this special work.

This will make for you the best possible value in Baking Powder that you can offer to your customers, and by selling same for 25c you have a profit of 44% on your investment, and at same time you are building up and controlling your own trade.

Specimen labels and sample of material will be mailed to any part of Canada on receipt of your request.

Orders will be filled in their turn as received at our office, and shipment will be made five days after receipt of order.

THE HARRY HORNE CO., LIMITED

PROPRIETORS OF INTEGRITY MILLS

1297-99 Queen st. West **Toronto**

New 1919 Pack

BEAVER BRAND BLUEBERRIES

Packing of above has now started. We will shortly make delivery. If you have not already booked your requirements, we would urge you to do so as the pack will not be large.

QUALITY ABSOLUTELY GUARANTEED

Prices on application.

J. W. Windsor, Limited

Montreal, Que.

CLARK'S
PREPARED FOODS

The popular

Made in Canada

Food Specialties

Pork and Beans — Corned Beef — Ox Tongues
Beefsteak and Onions — Cambridge Sausage
Boneless Pigs Feet — Potted Meats — English Brawn
Concentrated Soups — Tomato Ketchup
Sliced Smoked Beef — Stewed Kidneys — Loaf Meats
Spaghetti with Tomato Sauce and Cheese, etc.

Buy Canadian Goods **Keep Canadians Busy**

W. Clark, Limited **Montreal**

Clark's

Whatever you do, eat Krumbles

W. K. Kellogg

A cashier has to be quick-witted and wide-awake. And she can't be unless her body is rightly nourished. You may be a cashier or have any other indoor job, but "Whatever you do, eat Krumbles."

Here's why:

Krumbles is made of *all* the wheat grain—bran, kernel and all. It gives you every bit of the good nourishment nature puts in wheat.

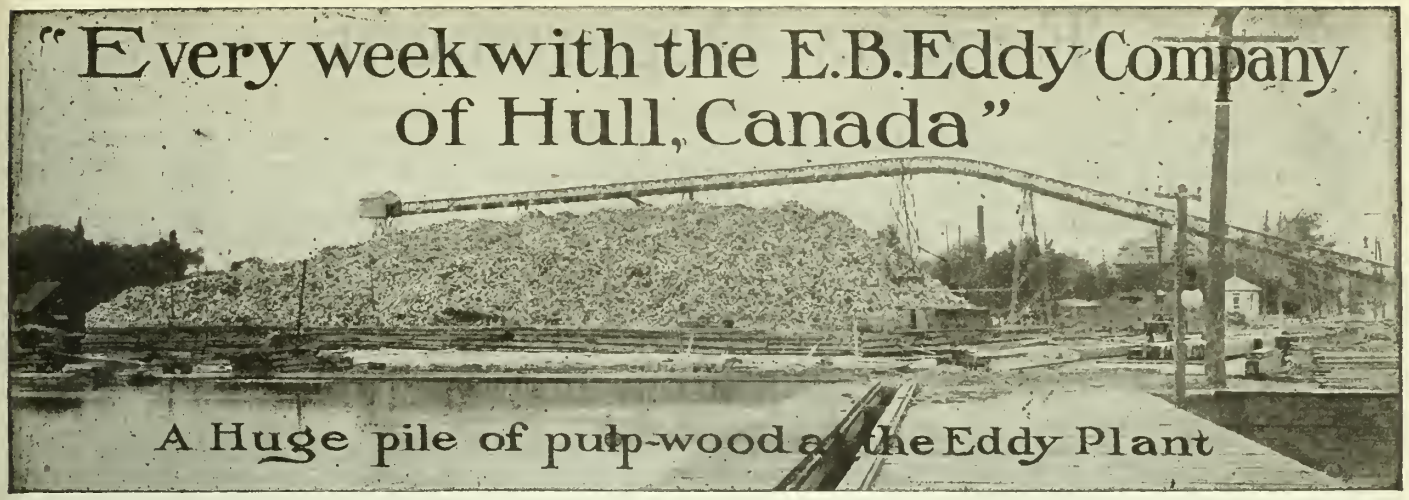
We cook it, shred it and toast it, so that it is ready to eat just as it comes to you in our "Waxtite" package, which retains the delicate aroma and rich, tempting flavor Krumbles has when it comes crisp and hot from our ovens.

The National advertising now appearing in the daily papers will create a demand for Kellogg's Krumbles — the only Krumbles made. Be prepared for it.

Krumbles is made in the same kitchens as Kellogg's Toasted Corn Flakes.

KELLOGG TOASTED CORN FLAKE CO.
Battle Creek, Michigan Toronto, Canada

Kellogg's
SHREDDED KRUMBLES
Are delicious with cream or milk and a special treat with berries sliced peaches or bananas.
Kellogg's Toasted Corn Flake Co.
Kellogg's
Krumbles
ALL WHEAT
READY TO EAT
THE ORIGINAL HAS THIS SIGNATURE
W. K. Kellogg
KELLOGG TOASTED CORN FLAKE CO.
BATTLE CREEK, MICH. AND TORONTO, CANADA.



Story for Week Dated August 22, 1919 **Being No. 48 in the Series**

Completing the Manufacture of Eddy Company Packing Cases

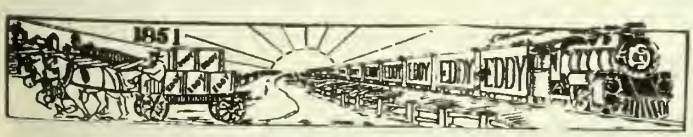
LEAVING the "wet machine" exactly the proper thickness for their purpose, the sheets of board which are now very thick, heavy and damp, proceed to machines which cut them to the right sizes for the sides of the cases they are to make. These may be for matches, or for toilet papers, or any other Eddy Company product as ordered.

The sheets of board are cut, and then carried to hydraulic presses which reduce their thickness, squeeze the moisture out of them, and make them into very firm, strong board. A pressure of 1,250 lbs. per square inch is applied. No wonder Eddy Co. cases can stand a railway journey safely.

From the presses the board goes to the kilns in which they are dried thoroughly by hot air driven against them by great fans. They emerge from the kilns, warped a little, dry, and very hard indeed. They have to be slightly dampened before they pass through the calendering machine which smoothes their surfaces each side in turn.

The boards are now ready to go to the trimmers which cut them more closely to size to fit their places in the box sides they are required for. A special machine marks out on each board the necessary guide lines to show the bonds necessary in fastening. The assembling of cases from boards so clearly marked and accurately made is simple.

The strength of these Eddy Company packing cases is tremendous. The railway companies insist on a case that will resist a strain of 300 lbs. per square inch. Every Eddy Company case will stand at least 400 lbs. per square inch, and often 500 lbs. This ensures that you receive your goods from the Eddy plant in perfect condition as packed. The board cases for matches have a further merit, namely, that they tend to smother out any fire that might arise in their contents through careless handling. Wood cases are not so fireproof.



Pointers From The Plant On Eddy Goods

Buy Matches with an eye to full value.

When you buy Eddy Matches you can assure your customers of a generously filled box of sure, safe lights.

Eddy's Indurated Fibreware Pails, Tubs, etc., cannot fall apart or leak. Good grocers sell them, and enjoy profitable business from their sale.

The best is always the Cheapest. Wrap your goods in Eddy's wrapping papers. Qualities to suit all purposes.

Be economical and sanitary. Save laundry bills. Install Eddy's Sanitary Paper Towels in your place of business.

Eddy's self-opening, box-shaped Grocery bag is an Eddy Specialty worth your attention. The Eddy Company make paper bags for all purposes.

Watch for further articles on interesting manufacturing processes in the Eddy plant. They will appear on this page each week.

Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is part of the Service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Cut out the coupon at the bottom of page, fill out and mail to us if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

SHOW CARD MATERIAL

Kindly let me know where I can procure a book of instructions on show card writing, also brushes, pens, ink, etc., for same.—F. C. Fillmore, Moncton, N.B.

Answer.—There is a booklet on show card writing published by the Thompson School of Lettering, Pontiac, Michigan; the cost is $1. Brushes, pens, etc., can be procured from the following firms: Art Metropole, 14 Temperance St., Toronto; Reliance Ink Co., Winnipeg; A. Ramsay & Son, Montreal; F. Webster & Co., Philadelphia, Pa.; Artist Supply Co., 77 York St., Toronto; Geo. M. Hendry Co., 215 Victoria St., Toronto.

MUST HAVE LICENSE TO SELL CIGARETTES

Do country stores have to have a license to sell cigarettes and what is cost of license, if any?—J. J. Stinson, Woodford.

Answer.—Yes, license is necessary—$25 per year; if taken out now will be $12.50 for balance of year.

MANUFACTURERS OF STORE FRONTS

As a subscriber to your paper should be glad if you would give me names of firms who issue a catalogue of store fronts.—Grocer, Kerrobert.

Answer.—H. J. St. Clair, 100 Church St., Toronto, Ont.; Taylor Mfg. Co., 43 Hughson St. N., Hamilton, Ont.; Kawneer Mfg. Co., Ltd., Guelph, Ont.; Hobbs Mfg. Co., London, Ont.; Consolidated Plate Glass Co. of Canada, 241 Spadina Ave., Toronto, Ont.

THE ALLIED PACKERS

Will you kindly advise the address of the Allied Packers' Inc., head office? — P. C. O'Driscoll, Ltd.

Answer.—The head office of the Allied Packers is located in the Continental Commercial Bank Building, Chicago, Illinois. The Canadian end of the business, known as the Canadian Packers' Association, is located at foot of Bathurst St., Toronto.

REGARDING SUGAR

Kindly advise me when Government control of sugar expires, also regarding the ordinary world consumption and visible supply to meet it.—J. D. Ellis, Kingsport, N.S.

Answer. — Government control of sugar has ceased to exist some time ago. The only control now existing is due to the International Sugar Commission having purchased the whole of the past season's Cuban crop at a set price. Allotments were made by the Commission on the basis of this fixed price. As the past season's Cuban crop is practically a thing of the past as far as Canada is concerned, this condition has little effect.

In regard to world stocks of sugar, there is roughly speaking a normal production, with a material increase in yield in this continent and adjoining islands. There is, however, an unusual demand from Europe where Germany and Austria, formerly large producers, are bidding for supplies from this continent. There will in all probability be sufficient stocks to meet actual needs. At present there is a scarcity owing to strike and transportation difficulties. This, in addition to an adverse exchange, is given as a reason for advancing prices. You will have noticed that the Cost of Living Commissioner contends that the refiners are taking undue advantage of the situation to unduly enhance prices. An investigation of this charge will probably bring out the real facts regarding sugar.

U.S. GROCERY PAPERS

Kindly give us the name and address of the leading grocery trade journal in the States.—Anglo American Import, Montreal.

Answer.—The following are names and addresses of some grocery trade journals in the United States: Modern Grocer, Chicago, Ill.; New England Grocer, Boston, Mass.; Interstate Grocer, St. Louis, Mo.; Retail Journal, Chicago, Ill.; American Grocer, 90 West Broadway, New York.

The American grocery journals are not country wide, but serve only a limited section adjoining place of issue.

HAMILTON WHOLESALERS

Please give me the following information, name of wholesale grocer, Hamilton, Ont. —Address, 184 Grosvenor Ave., Hamilton, Ont.

Answer. — Bristol, Sommerville & Co., Lumsden Bros., W. H. Gillard & Co., MacPherson Glassco Co., Balfour?Smye & Co., Jas. Turner & Co., Fearman Bros.

CRATES FOR FOWL.

Please let me know through the CANADIAN GROCER the name of some firm or firms making crates for shipping fowl and oblige.—D. K. McLeod, Dunvegan, Ont.

Answer.—Cummer-Dowswell & Co., Hamilton, Ont.; Walter Woods & Co., Hamilton, Ont.; Canadian Wood Products, Toronto, Ont.; Alberta Box Co., Calgary, Alta.; Barchard & Co., Toronto, Ont.; Meyer-Thomas Co., Montreal; Murray & Gregory, St. John, N.B.

NEW FOOD FIRM FOR GUELPH, ONTARIO

The Guelph Chamber of Commerce have completed arrangements with the Canada Food Products Co. to have that company locate in Guelph. The company are taking steps to acquire the old Guelph Stove Co. plant on Paisley street either by purchase or rental.

The Canada Food Products Co. will be capitalized at $50,000, divided into 5,000 shares of $10 each, and arrangements are now being made for a charter in order that the company may make an early start. The officers of the company are: Mr. J. O. McCarthy, president; Mr. W. W. Leith, vice-president; and Mr. L. Kingesley, of Toronto, manager. Mr. McCarthy is well known in Toronto business circles, being first vice-president of the Security Life Insurance Co., and he has also served the city of Toronto as controller.

The Canada Food Products Co. will make sauces, pickles, chutneys, catsup, jellies and jams, and general food products. They will give employment as soon as they are well organized to about ten men and fifty girls.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers

INFORMATION WANTED

Date.....191..

Please give me information on the following: .....Name .....

Address .....

.....

.....

.....

The House To Push Your Line In The West

A New Winnipeg Wholesale Brokerage House

To be open for business on or before September 15 under the capable jurisdiction of Messrs. E. Nicholson and J. Howard Rankin. Headquarters will be in Winnipeg and the organization will cover the jobbing trade from Fort William to Victoria.

A New Business With New Methods, New Ideas, New Aims

Service, real, practical money-making service, will be the dominant idea of the organization. Mr. Nicholson's long experience in the brokerage business, together with Mr. Rankin's practical knowledge of the wholesale grocery end as manager for the Brandon Grocery Co., Ltd., Brandon, Man., form a combination that should produce big results.

Manufacturers, Importers and Shippers who desire to get in touch immediately should write or wire Mr. E. Nicholson, c/o Royal Alexander Hotel, Winnipeg. All communications will be handled by Mr. Nicholson until the big new offices are open.

Nicholson, Rankin, Ltd.

Wholesale Grocery Brokers

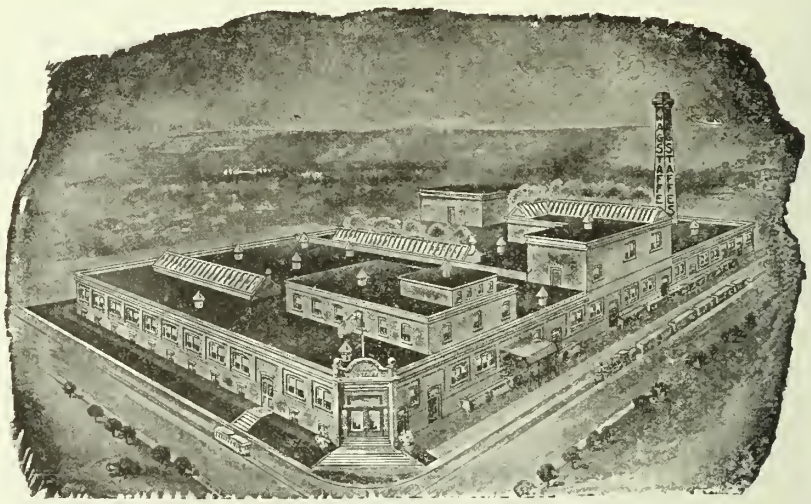
Winnipeg **Canada**

WAGSTAFFE'S

New Season's 1919

Lemon
Orange
and
Citron

Caps or Cut Ready for Use.



THE MOST UP-TO-DATE CANDIED PEEL AND CRYSTALLIZED FRUIT FACTORY IN CANADA

WAGSTAFFE'S

Crystallized Ginger, Cherries and Assorted Fruits.

Plum Puddings and Mincemeat.

NOW READY FOR DELIVERY.

Order From Your Wholesale Grocer.

WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON CANADA

BB

"Here since 1857"

Blackwoods, Limited
WINNIPEG

Temperance Drinks
Pickles
Flavoring Extracts
Sauces
Baking Powder
Tea
Fountain Syrups.

Use one source of supply—less worry—less trouble—better results. Let Blackwoods be that source.

"Here Since 1857"

Blackwoods, Limited
WINNIPEG - MAN.

WALNUTS, BEANS, RICE PEANUTS

DIRECT IMPORTERS FROM THE ORIENT

FUJITA & CO., LTD.

Head Office:
KOBE, JAPAN

VANCOUVER, B.C.

Branches: NATE, YOKOHAMA, TIENTSIN and TSINTOW

REPRESENTATIVES:

Quebec: C. B. Hart, Montreal. Ontario: Lind Brokerage Co., Toronto.

Western Ontario
Manitoba
Saskatchewan
Alberta

DONALD H. BAIN CO.
WINNIPEG

Saskatoon Regina
Edmonton Calgary
Vancouver London, Eng.

Every EUREKA refrigerator

is equipped with the Eureka patented cold dry air circulation system.

And

because of the system and of the conscientious construction of the Eureka Refrigerator, every inch of the cooling chamber is equally good for the successful conservation of perishable foodstuffs.

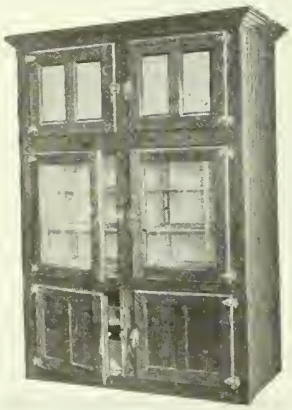
Ask a brother merchant who has one.

Satisfied customers our best ad.

EUREKA REFRIGERATOR CO., LTD.

Head Office: Owen Sound

Branches: Toronto, Hamilton, Montreal, Calgary, Halifax



No. 19
Eureka Refrigerators

DESICCATED COCOANUT

We import direct from our own mills at Colombo, Ceylon, and stand behind the quality of our goods. The prices we quote are rock-bottom. Let us quote you on your next requirements.

Our agents are:

Tees & Persse, Ltd., Winnipeg, Fort William, Regina, Saskatoon, Moose Jaw; Tees & Persse of Alberta, Ltd., Calgary, Edmonton. Newton A. Hill, Toronto, Ont.; E. T. Sturdee, St. John, N.B.; R. F. Cream & Co., Ltd., Quebec, Que.; J. W. Gorham & Co., Halifax, N.S.; C. T. Nelson, Victoria, B.C.

Dodwell & Co., Ltd.

Importers & Exporters

VANCOUVER

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.

MIKADO

We are offering the best value in Rice on the Canadian Market to-day.

Canada Food Board License No. 4-517.

SNOWCAP PILCHARDS

Delectable and Dainty Hand Packed BY

The Nootka Packing Co., Ltd.

Packed in 1 lb. Talls and 1-2 lb. Flats
Sold by your jobber

EXCLUSIVE DISTRIBUTORS

Dodwell & Co., Limited
VANCOUVER, B.C.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcement appear on this page.

Squirrel Brand PEANUT BUTTER

BRITISH COLUMBIA

C. T. NELSON
GROCERY BROKER

165 Hibben-Bone Bldg., Victoria, B.C.
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Live men calling on retail trade.
VICTORIA VANCOUVER

KELLEY-CLARKE CO.
VANCOUVER, B.C.
GROCERY AND SALMON BROKERS
MANUFACTURERS' AGENTS
Offices also at Seattle, Tacoma and Spokane, Wash.; Portland, Ore.; San Francisco, Los Angeles, Cal.; Boise, Idaho; New York City.

B.C. Market?

We can place one or two good Specialty lines.
Our firm has back of it a 15 years' success reputation.
We have a staff of aggressive salesmen and first-class storage and warehousing facilities.
Write us if you want real representation.

Little Bros. Ltd.
VANCOUVER

M. DESBRISAY & CO.
Salmon Canners and Manufacturers' Agents
VANCOUVER, B.C.
Our organization is equipped to handle any manufacturers' line.
Our salesmen get results.

PETER LUND & COMPANY
MANUFACTURERS AGENTS
Can sell, and if required, finance one or two additional staple lines for
British Columbia Territory
Interested manufacturers please communicate
505 Metropolitan Bldg. Vancouver, B.C.
Reference: Merchants Bank of Canada, Vancouver, B.C.

FOR REPRESENTATION
in B. C.
VENABLES & MERRYFIELD
525 Standard Bank Bldg. Vancouver, B.C.
Agents for QUAKER OATS CO.
We cover the RETAIL TRADE

Say you saw it in Canadian Grocer, it will identify you.

EXCELLENT FACILITIES FOR SELLING AND DISTRIBUTING
FREE and BONDED WAREHOUSE
CAMPBELL BROKERAGE CO.
860 CAMBIE ST. - - VANCOUVER

WALLACE'S HERRINGS

Like Wallace's Salmon and Pilchards Give Splendid Satisfaction.

Your Jobbers Can Get Them For You

WALLACE FISHERIES LIMITED
VANCOUVER

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN PROVINCES

A. M. Maclure & Co.
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

Wholesale Grocery Brokers
Commission Merchants
410 Chamber of Commerce, Winnipeg
Personal attention given to all business entrusted to us.
Correspondence Solicited. Established here 1900.
GEORGE ADAM & CO.

ALEX. BAIRD LTD.
Manufacturers' Agents
300 Montreal Trust Bldg.
WINNIPEG, MAN.
Correspondence Solicited

C. H. GRANT CO.
Wholesale Commission Brokers and Manufacturers' Agents
810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

W. L. Mackenzie & Co., Ltd.
Head Office: Winnipeg
Branches at
Regina, Saskatoon, Calgary, Edmonton

Macdonald, Adams Company
Brokers and Manufacturers' Agents
Open to negotiate for new lines of Grocery Specialties in Western Canada
502 Avenue Building, Winnipeg

THE McLAY BROKERAGE CO.
GROCERY BROKERS
and MANUFACTURERS AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

Mention This Paper When Writing Advertisers.

Donald H. Bain Co.

WHOLESALE GROCERY COMMISSION AGENTS

A sales force of competent men.
Ample capital—and the reliability that goes with it.
A record of results—and the prestige that follows it.
An energetic, result-getting organization—with satisfied clients to prove it.
Are all at your disposal if WE represent you.
Every branch a business in itself, directed by capable, experienced managers.
All varieties of Food Products.
If you want results get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER
ALSO AT 60 CHEAPSIDE, LONDON, E.C. 2, ENGLAND

Canada Food Board License No. 6—450

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The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

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MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

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We are the largest Storage Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated Warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
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WESTERN CANADA

CHRISTIE'S BISCUITS and Robertson's Confectionery

are both marketed in Western Canada by us.
Both lines are having big sales.

For the same reason your goods should be among the big sellers.

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As your Selling Agents, we can make a big success of your Account.

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Open to negotiate for new lines in Alberta. Our staff calls on wholesale trade and does detail work.

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Dried Fruits, Nuts, Beans, Jams, Cereals, Fresh Fruits and Vegetables.

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PACIFIC CARTAGE CO.
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Office: C.P.R. Freight Sheds CALGARY
Distribution of Cars a Specialty
Storage and Forwarding Prompt Service

Calgary Storage & Cartage Co., Ltd.
CALGARY, ALTA.
We can give you efficient service in
Storage -- Distribution -- Cartage
in this district.

A BRANCH HOUSE WITHOUT THE COST OF MANAGEMENT

The Regina Cold Storage & Forwarding Co. Ltd.

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COLD STORAGE WAREHOUSING CAR DISTRIBUTION

MACARONI

The pure food that builds Muscle and Bone at small expense.

The Meat of The Wheat

Manufactured by the
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GROCERY BROKERS
Agent for KELLOGG'S Toasted Cornflakes
Another Agency Solicited
311 KING ST. E. - TORONTO
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LIMITED
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Established 1885
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EL ROI-TAN PERFECT CIGAR

OCEAN BLUE
In Squares and Bags

EVERY woman takes a pride in having spotlessly white household linen. OCEAN BLUE gives the best results in the easiest way.

Give **all** your customers the opportunity of testing it, and you will soon need to

Order more from your Wholesaler.

HARGREAVES (CANADA) Limited
The Gray Building, 24 & 26 Wellington St. W., Toronto.

Western Agents: For Manitoba, Saskatchewan and Alberta: W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon: Creedon & Avery, Rooms 5 and 6, Jones Block, 407 Hastings Street West, Vancouver, B.C.

EVERY DOG OWNER
throughout the World
Knows
SPRATT'S
DOG CAKES
and
PUPPY BISCUITS

Will you cater for those in your town?

Ask your jobber for them or write for samples and prices to

SPRATT'S PATENT LIMITED
Congress Street, NEWARK, New Jersey, U.S.A.
or
24-25 Fenchurch Street, London, England

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QUEBEC

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO
Canadian Food Control License Nos. 6-236/7/8

THE S. G. BENDON UTILITY CO.
Brokers and Commission Agents
30 St. Francis Xavier St., Montreal
Our Motto: Always at Your Service

JOHN E TURTON
Wholesale Grocery Broker
BOARD OF TRADE BUILDING
MONTREAL

Paul F. Gauvreau
Wholesale Broker
FLOUR, FEEDS AND CEREALS
84, St. Peter Street, Quebec
Am buyer of Peas, Beans, mixed Grain of all kinds. Mail samples and prices. Need big quantities to fill contracts.

For Representation in Montreal
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We cover the retail trade

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Dominion Spring Clothes Pins

An excellent pin that will please the housewife. You can get a supply from any good Wholesale Grocer or Jobber.

The J. H. Hanson Co., Ltd.
244 St. Paul St. West, Montreal

BROOMS
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BROOMS
Only the best material used.
See our traveller or write us direct.
ALTEN LOHNES
35 Queen St.
Charlottetown P.E.I.

DO YOU NEED ANYTHING?

If so, turn to page 74 and look it over

The opportunity you are looking for may not be there. Then create your opportunity by advertising. It is easily done. Write a concise description of what you need. Count the words. The rate is small, 2 cents per word for first insertion and one cent for each subsequent insertion. If you want your replies directed in our care the charge for Box is 5 cents per insertion extra.

CANADIAN GROCER, 143 University Ave., Toronto, Ont.

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TRADE MARK REGISTERED

You can sell it by the bottle or by the case

Coca-Cola is a seller everywhere. There is no bigger favorite—no beverage that captivates and holds the public approval more securely than Coca-Cola.

Coca-Cola is in demand everywhere. Stock up now Connect with this abundant source of extra profits.

THE COCA-COLA CO.
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Will you have it when they call?

By Appointment to H.M. King George V.

From War to Peace

The war restrictions on the shipment of Biscuits having been removed,

Huntley & Palmers Biscuits

are once again being sent to all parts of the world. They are of the same standard of

Unrivalled Quality

as in the past, and to prevent disappointment, the public should place their orders at once with their usual suppliers.

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1919 PACK

When you sell a jam that is uniformly good you can count on increasing "repeats." The quality of St. Williams Strawberry Jam is guaranteed.

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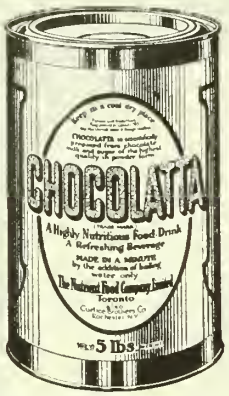

CHOCOLATTA

Do not regard Chocolatta only as an Overseas Product.

The same high nutritive qualities, the same ease of preparation which made Chocolatta so popular during the war, are making it a first favourite for use in the home.

Write us to-day for our attractive terms and prices.

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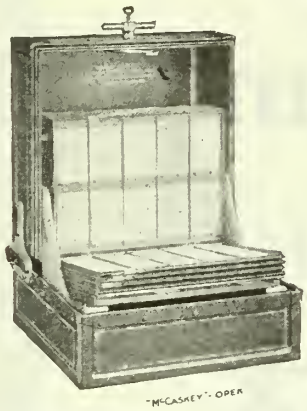
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System and Protection

A real necessity for any Retail Store doing credit business. Sold on monthly terms. Made for any number of accounts. 130 the minimum.

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"McCaskey" Closed

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Open for Sole Agencies in United Kingdom

A NATIONAL SUCCESS

RED ARROW
BRAND
BISCUITS

YOUR JOBBER CAN SUPPLY YOU

The National Biscuit & Confection Co., Ltd.

REPEATS

TORONTO WAREHOUSE, SALADA TEA COMPANY.

Offices and Warehouses also in Montreal, Boston, New York, Chicago, Detroit, Buffalo, Pittsburg and Philadelphia.

YOU ARE CORDIALLY INVITED

to inspect our new premises at 461 King Street West (just west of Spadina Avenue), Toronto, when visiting the Canadian National Exhibition. This warehouse is the last word in machinery and equipment for the clean and expeditious packing of teas. It is the largest establishment of its kind in Canada or the United States. We are sure you will be interested, and you are most welcome.

"SALADA" TEA COMPANY

Every home needs a GOOD broom or a whisk

Every home needs a GOOD Broom or a Whisk. Not that 15-cent store variety. We don't make any. Every housewife is a good prospect for a sale of "Excelsior" Brooms and Whisks. They are serviceable lines—made in Canada at Owen Sound, Ont., and are priced in a way that will appeal to every woman.

TRADE EXCELSIOR MARK

Every repeat order will be right up to the sample. Our factory inspection guarantees this.

Send to-day for our price list. We give personal attention to every order and guarantee prompt service.

J. C. SLOANE

Maker of Fine Brooms and Whisks

845 5th Avenue, Owen Sound, Ontario

Canada Beaver Brand Brooms

BROOMS, BRUSHES CANADA BEAVER BRAND Trade Mark WHISKS & TOY BROOMS

All grades of Brooms. Best material of Illinois Corn.

10 different grades of whisks.

3 different grades of Toy Brooms.

10 different grades of Household Brooms.

Warehouse Brooms a specialty. Best Maple Hardwood Handles.

Expert Workmen and first-class materials.

The Canada Broom & Brush Co., Limited

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MADE IN CANADA

A complete line for the Grocer, Butcher and Confectioner. See them at the Exhibition Booth No. 109, Industrial Building No. 3. You'll be sorry if you buy before you see us.

Fully Guaranteed.

THE TORONTO SLICER

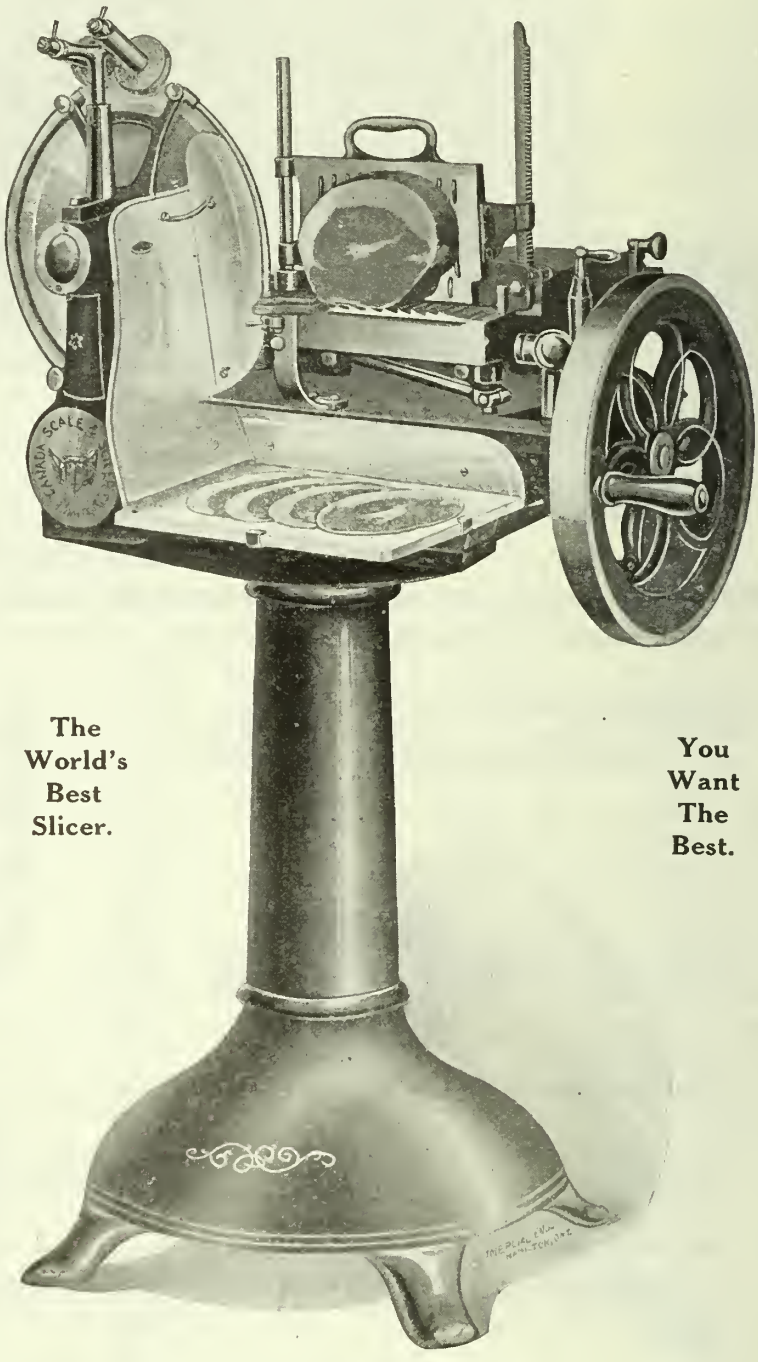
has no competitor. It's in a class by itself. We also make

THE QUEEN CITY

A somewhat smaller slicer, but perfect in construction. This machine we will be glad to demonstrate against all others.

Capacity 20 Lbs.

Then we have the other sizes from 2 to 30 lbs., the AGATE BEARING, SPRINGLESS type which means long life and accuracy.



The World's Best Slicer.

You Want The Best.

The Canada Scale and Slicer Company Limited

Factory at Bowmanville

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remember that our Booth is located in the Manufacturers' Building and that we will be delighted to shake hands with grocers and their clerks.

If you have your wife with you, she will enjoy a cup of "good tea"—Red Rose Tea—that we are serving at our Booth.

T. H. ESTABROOKS CO., LIMITED

ST. JOHN TORONTO MONTREAL WINNIPEG CALGARY EDMONTON

Y & S STICK LICORICE

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Everything in Licorice for all Industries using

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Furnivall's

If every dealer knew the way Furnivall's Fine Fruit Pure Jams please even the most particular people — if they realized the nice profits to be made on these quick sellers — Furnivall's Jams would be displayed in every grocery store in Canada. Are you a Furnivall dealer?

FURNIVALL-NEW,
Limited
Hamilton, Canada

Canada Food Board License No. 14-167

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A Persistent Sales Prompter

That's just what this Colman-Keen Store Hanger is—an eye-catcher that jogs the housewife's memory and smooths the way for quick sales of your Colman-Keen stocks.

And it's yours for the asking—free of charge. Don't you want one?

Send your full address.

The entire Colman-Keen family is shown in vivid natural colorings—the entire appearance of the card is very effective

MAGOR, SON and COMPANY, LIMITED

30 CHURCH STREET, TORONTO 191 ST. PAUL ST. W., MONTREAL

A Sixty Seconds Talk About Your Product In The West

Whether you are now represented in the Western Field and disappointed with the results or whether you are just considering coming in to this big Western market, we can help you get the results you anticipate.

We have the facilities for doing so—a well-established house, a live wire staff, and a well-established reputation, not to mention **an annual purchasing power now of $15,000,000.**

May we go further into the matter with you?

Write or wire us your offerings.

The

Consolidated Purchasing Co. Limited

313-319 PACIFIC AVE. WINNIPEG

E. Nicholson, Gen'l. Mgr.

CANADIAN GROCER

Vol. XXXIII. TORONTO, AUGUST 22, 1919 No. 34

Prospects of High Prices for Fruits

Peach and Plum Crop Exceedingly Light—Bartlett Pears a Good Yield, But in Great Demand—Grapes Plentiful, But Will be High—Apples Also a Good Yield, But Show No Indication of Low Figures

DURING the past few weeks the fruit crop that in most sections the country was none too plentiful, has not improved. The prolonged dry spell, and sundry other causes have resulted in conditions that mean continued high prices throughout the crop year.

The complaint of the Cost of Living Commissioner regarding the shortage of sugar during the canning season does not touch as vital a chord as it might have done some years ago. Fruit up to the present has been too high-priced to offer any great inducement to the average purchaser to do much canning, and there appears to be little likelihood that there will be any material change in these conditions.

Pronounced Shortage of Tender Fruits

In the Niagara fruit belt there is a pronounced shortage of tender fruits. Plums will produce according to sections, 10 to 30 per cent. of a normal crop, with a general average of about one-quarter of a normal. Then, too, the canners are contracting plums at high prices and are taking practically everything that is offering, even varieties such as the Yellow Egg, which was formerly considered practically useless for canning purposes. There has been a very considerable dropping of plums recently due to the extreme drouth, but Bradshaws, Yellow Egg and Lombards are showing a fair yield in some orchards.

Pears are generally light, with the exception of Bartletts, which are showing up remarkably well in some sections and will probably yield 75 per cent. or better. Here again the bidding of the canning factories has forced the price very high, Bartletts, ones, twos, and threes selling on contract at from 7 to 8 cents a pound, which represents about $1.45 a basket in the orchard, so it is readily seen that with handling and express charges added to this figure, pears will in all probability cost around $1.75 to the retailer.

Peaches Seriously Affected

Peaches are probably the most seriously hit of all the soft fruit crop. Showing only a small prospect early in the season, they have suffered seriously from leaf curl during the past weeks, and the fall has been extremely heavy. This disease has affected Elberta, the great canning peach, especially, and there will be only a limited yield. Taking the Niagara peninsula as a whole, the yield will not exceed 50 per cent. of a normal crop.

In the British Columbia fruit section the Okanagan section reports an apricot and pear yield about equal to last year. Peaches show a 10 per cent. increase, plums a 15 per cent. decrease, and prunes a 10 per cent. decrease.

In the Kootenay Valley plums and prunes show a slight increase in spite of a heavy drop, while pears will be about 75 per cent. of last year.

Vancouver Island reports the plum crop generally light, especially of Pond's Seedling, Diamond and Grand Duke. Monarchs are a full crop, with Yellow Egg and Victoria about 75 per cent.

The Grape Situation

In regard to grapes, there is a good crop reported in the Niagara district, a crop in fact that exceeds even the early optimistic forecasts. Unfortunately, however, this does not warrant the assumption that for that reason there will be a low selling price for grapes. The grape juice factories and wineries have set a contract price of $65 a ton, with a guarantee of any raise in price. This simply means that the whole crop contracted for by these industries will be paid for on the basis of the highest price offered. Moreover, as the grape juice manufacturers in New York State have been contracting grapes at $125 a ton, the Niagara growers are showing no inclination to accept the figures offered. But taking it on a basis of the $65 a ton figure, it figures out to 33 cents a basket for the fruit, and the factories are not as formerly taking only the Concord crop but are taking the whole crop, white grapes and all. Judging from these conditions grapes will not be obtainable by the retailer much below 40 to 50 cents a basket, if any large part of the crop is contracted.

A certain measure of relief may possibly be affected by conditions that in a small measure relieved the situation on smaller fruits. The grower, in his efforts to get the last cent, sometimes overreaches himself. It was so in raspberries and strawberries; growers who refused to contract their whole crop at around 25 cents sold them later at 18 cents because the warm weather forced them on the market in heavy quantities at a time. This is the only condition that might assist in moderating the price of grapes, but as grapes are a more stable commodity, and can be held for some time, it is questionable whether this condition will result.

Maritimes Have Splendid Apple Crop

In regard to apples, there is a prospect of a very satisfactory yield. Conditions in Nova Scotia and British Columbia have improved considerably of late. The Nova Scotian crop is estimated at about one and a half million barrels, of which some 200,000 barrels are usually consumed in the province. As it is permissible to export apples to Britain, it is believed that this market will take up a very large proportion of this pack. There is a considerable amount of scab noted, especially on the Gravensteins, but the loss from this cause will not exceed that of last year. King, Baldwin, Russet, Spy, Nonpareil and Ben Davis are the varieties most in evidence this year.

In New Brunswick there has been an unusually heavy drop of all varieties of apples. Despite this fact, however, reports continue to be favorable and there will be a very fair crop, which will be ready for market somewhat earlier than usual. The principal varieties are Duchess, Bishop Pippin, Golden Russet, Ben Davis, Gano and Dudley.

Ontario Apple Conditions

So far as Ontario is concerned the principal feature is the almost unanimous report from all districts that Spys give better promise than any other cariety. In the eastern part of the province the production is not likely to exceed that of last year and there is a comparatively large percentage of low grade fruit, due to the development of scab. Most orchards which have been carefully sprayed are practically free. Prospects are more favorable in Prince Edward county than elsefhere in Eastern Ontario are generally unfavorable.

Continued on Page 46

Beans and Peas Show Record Demand

Heavy General Buying Throughout Canada in Addition to Sharp Export Demand Sends Prices Up—Spot Stocks on World Markets Light—Some Indication of Crop Prospects

CONDITIONS that have been forecast in CANADIAN GROCER for some time past in regard to the bean and pea market have become a fact. The Vancouver Milling and Grain Company, Vancouver, in commenting on the situation state: It is no exaggeration to say that more general interest has been shown, and more actual orders have been placed in the past two weeks than in the previous six months. New York exporters have been big buyers, yet it appears that fully one-half of the business booked during the past fortnight has been to wholesale grocers and canners in all parts of the country. This is indicative of present condition. A multitude of orders from all parts of the country, averaging from one to three cars each, is a much more bullish feature than would be an order for double the aggregate quantity from New York. In the present instance, of course, the orders are coming from both sources. And it is noteworthy that dealers who were not interested in Kotenashi at $5.50 c. i. f. Pacific Coast, are heavy buyers at $7.00 and $7.25.

It is now quite evident that the enormous European orders for white beans received recently by New York exporters, proved the match which started the market upward in earnest. There were also three contributing factors which added fuel to the flames just at the proper time. The first of these was the general realization that stocks of beans throughout the country were not large and that Kotenashi would require to be bought now for early fall deliveries. The second was the realization that Kotenashi beans are fully equal to any domestic goods, and much lower in price. The third principal reason was that the cable service to the Orient was in a hopelessly congested condition, making it impossible for importers to replenish their small spot stocks on the coast without unusual delays and uncertainties. The latter situation was, in a measure, relieved by the resumption of the "urgent" cable service recently. However, after several days' trial it was found necessary to restrict each importer to only one cable of not over ten words each day, and this regulation is still effective. Using the ordinary cable some eighteen days would be required to send a message to Japan and receive a reply.

When the first flood of "urgent" buying cables reached Japan the market on Korean Kotenashi was nominally $5.00 c.i.f. Pacific Coast. In one day the market rose to $5.70 Next day the price was $6.10, with further advances each day until to-day, an "urgent" cable from Kobe (Aug. 2) quotes Koreans $7.20 cost to us for September shipment—earlier not being obtainable now."

Condition in Spot Stocks

Continuing the company states that the Oriental market on spot stocks is almost bare. There are practically no Koreans unsold and perhaps 4,000 tons Japanese Kotenashi available. The latter are in a few strong hands.

In regard to American conditions:—Stocks of Kotenashi very light in all quarters, even New York being but moderately supplied since recent shipments to Europe.

The Michigan crop is nearly cleaned up, only a few lots of small proportions remaining in growers' hands. Present values are from $8.40 to $9.25 shipping point, according to quality.

The California stocks remaining are firmly held by the Growers' Association, who may safely be assumed to have determined upon receiving a good price for the moderate quantity they hold. Furthermore, it is rumored that the growers will name prices on new crop beans during the coming week, and indications are that these prices will be higher than current quotations.

Regarding the new crop in the Orient—the harvest will be late. Importers cannot safely undertake earlier than November, December shipment on Kotenashi. The weather has been mostly unfavorable in Japan, with a reduction of possibly 35 per cent. in the probable production. In Korea weather conditions are ideal and crop should be fully equal to last year. Accurate information from Manchuria is not obtainable, but it is believed the crop will be about the same as last year.

Colored beans show an increased acreage everywhere—equal to perhaps 15 per cent. This is due to the fact that there is a big domestic demand for colored beans as a partial substitute for rice, which has reached unprecedentedly high figures.

Green and white peas will also be produced in a greater volume this year—the increase being estimated at about 20 per cent. by some authorities.

In regard to the new American crop.—New York State will have a fairly good crop—about 80 per cent. of last year. Michigan crops are poor—due to bad weather—production is not over 60 per cent. this year. In California—some sections very good—others equally bad. Acreage is much reduced and under best of conditions will probably produce a bare 50 per cent. of last year.

Compared with prices of other foodstuffs, beans and peas are still much too low, and if the export demand continues, as we believe it will, further price advances seem inevitable. Advances would be greatly accelerated should new crop prospects continue to grow worse.

Biscuits Are Quoted Higher

Sodas Are Up 2 Cents Per Pound and Sweet Biscuits From 1 to 3 Cents, According to Variety—Increased Cost of Materials and Manufacture the Cause

SODA biscuits have advanced two cents per pound, and sweet biscuits are up from one to three cents according to the variety The sodas are now quoted at 17 cents per pound. Increased cost of production, including higher wages and shorter hours enter into the advance, as well as the higher quotations on lard, butter, nuts and cocoanut. It has been asserted that these increased prices were not justified in the face of a decline in flour. Flour did drop in price in July, but just at the present time biscuit manufacturers are paying a premium to get old wheat flour. Even when this year's crop comes on the market the flour will not be of any use until it becomes aged.

H .A. Telfer, of Telfer Bros., biscuit manufacturers, when asked for an explanation of an increase in the prices, stated that to regulate the prices so as to maintain the same margin of profit they dept a cost clerk at work in their office continually, and that monthly statements were prepared showing the unit of costs. "There has been an increase in the cost of raw materials, in the cost of labor, a shortening of working hours, and a slightly lower production. although in so far as prices are concerned, shorter working hours should not seriously affect business," Mr. Telfer explained. The cost of biscuits in Canada, Mr. Telfer pointed out, was the cheapest in the world. There was no combine in the biscuit trade, he said, and no methods of holding up trade. Soda biscuits have been seventeen cents in the United States, while for several months they had only been 15 cents in Canada.

"We have advanced our soda biscuits two cents per pound, and our sweet biscuits from 1 to 3 cents per pound," John Edmunds, of the Christie Brown Co., told CANADIAN GROCER. "Apart altogether from flour, the cost of materials, such as shortening, lard, butter, nuts and cocoanut, higher wages and shorter hours, have all been factors in the advance. The increase in other ingredients has been more than sufficient to offset any decline in flour," Mr. Edmunds added. Nuts are advancing al the time, he stated, and cocoanut, too, is not only higher, but is inclined to be scarce. Lard and butter also are at very high levels.

Advance in Indian Exchange May Increase Tea Prices

Another Sharp Advance in the Rupee in Ceylon and India—Freight Rates Also Show Advances With Further Advances in Prospect

THE exchange on the rupee, the medium of exchange in the purchase of tea on the Indian and Ceylon market, has been a large factor in increasing tea costs. There has been a noticeable advance in this regard during the last two weeks. This, in addition to increased cargo rates, will materially increase laid-down costs and will in all probability mean still further advances in tea prices in the near future.

P. C. Larkin, president of the Salada Tea Company, in speaking of this matter, states: "The rupee has again advanced in Ceylon and India, and is now worth a shilling and tenpence halfpenny. This is an advance of twopence in two weeks, and from the lowest point it is an advance of fifteen cents. This, of course, greatly affects all purchases of tea because one has to buy rupees before one can purchase tea in Ceylon or India, and the rupee, being a silver coin, is affected by the price of silver.

"We have noticed another advance of £1 per 50 cubic feet of tea freight this month, and we are advised that a further advance of £1 per 50 cubic feet of freight will take place on September 1. A great many people who have purchased teas in Ceylon or India will be horribly disappointed when they get in their goods. With the additional price of the rupee and the advance in freight, their tea will cost them from four to six cents per pound more than they calculated upon."

JUDGE ROBSON,
Of Winnipeg, who has been appointed Chairman of the Canadian Board of Commerce, which will be charged with the investigation of all matters pertaining to trade conditions that are the occasion of dispute. Its duties will also comprise those formerly looked after by the Cost of Living Commissioner.

No Real Hardship in Sugar Expected

Grocery Trade Has Received Larger Amounts This Year Than Last—While May be Temporary Shutdowns at Refineries, Will Not Last Long—No Distress, Says Leading Refiner—Commissioner's Statements Said to be Unfounded

REFINERS view the outlook regarding the future supplies of sugar with confidence, and one large Eastern Canada refiner stated to CANADIAN GROCER this week that there would be no distress in his opinion in the coming months. The present situation is serious enough, and there will be a necessary suspension of refining for probably a week or ten days. At the same time, this informant stated that the trade had been receiving supplies regularly and that the distribution of refined sugars this year had been materially in excess of that of last year. Just what the increased percentage is could not be ascertained without totaling records. Nevertheless, the outturn and shipment to all sections of the trade has been much increased, and this over and above the supplies that have gone to outside export markets.

What Causes Shortage

CANADIAN GROCER pointed out last week that there had been difficulty in securing raw sugars. This developed from the serious marine strikes which took place in New York. The effects are being materially felt in Canada now and will continue for a while yet. Congestion of freight in a large receiving port such as New York under circumstances of this nature is not easily corrected, even after a labor trouble is settled, and the party who has no arrangements to make for the clearance of supplies has little conception of the difficulties confronting the refiner.

In the very nature of the buying, earlier in the present season, by the trade, there was little overstock anywhere. Later, when the fact became established that there would be no declines of price, the demand increased. This became very heavy, larger than normal because of the failure to buy earlier. This accounts for the larger distribution, said to have been made, in the statement of the informant above referred to.

Regarding Supplies

Refiners are not inclined to refute or deal in any way with the statements made last week in the press by Dr. McFall. While CANADIAN GROCER has endeavored to secure a statement of this nature, it has been freely stated by the refiners that there is nothing to be said, and that the assertions regarding unwarranted and excessive supplies being held over by them are absurd, to say the least. There has been a wide distribution, as already stated, of practically all the sugars refined in Canada.

The most reassuring statement available is that relative to the future. CANADIAN GROCER has been informed that, with the stocks already sent out, the trade should have no difficulty in taking care of the consumer. Sugar has gone out in such large quantities as to assure the consumer of needed requirements, according to the best information now available.

Jobbers Curtail Orders

While there has been a tendency to watch stocks more closely, as far as the jobber is concerned, he is still making deliveries. CANADIAN GROCER is informed that, in some cases where an order would be sent in for, say ten sacks of sugar, the order would be cut in two. It would thus be necessary for the grocer to order oftener, but with careful distribution on his part there has been no difficulty in getting supplies to all patrons. Enquiries reveal the situation to be one of somewhat limited supplies, but there is not likely to be a serious handicap as far as can be learned.

Steady Advances in Currants

Advices From Grecian Shippers State New Crop Will be Approximately 125,000 Tons

Importers' advices received from Greece in regard to the market for currants are to the effect that it is very firm, with an upward tendency. The currant market within the past two months has advanced continually, it being seen more and more that this year's yield of fruits all over the world will not be in proportion to the estimated needs. Weather conditions, it is pointed out, have been favorable to the new crop, and if nothing unforeseen now takes place until the cutting of the fruit, the coming crop will be approximately 125,000 tons. Old stocks are pretty well exhausted.

Successful Program at Man. Convention

Retailers Disclaim Responsibility for H. C. of L.—Decide to Form Joint Stock Fire Insurance Co. for Merchants—A. G. Box, Pierson, the New President—Small Attendance Did Not Mar Enthusiasm

Written by E. H. SCOTT, Western Representative MacLean Trade Newspapers

BRANDON, Aug. 15.—Business of far-reaching importance was transacted at the fifth annual convention of the Retail Merchants' Association of Manitoba, which was held at Brandon, August 13, 14, and 15, and this despite a very small attendance, there being present only about 30 delegates from points outside of Brandon. The membership in the province totals over 800. The fact that harvesting started about three weeks earlier than usual this year was mainly responsible for the poor attendance.

It was decided that in future district conventions should be held at points all over the province, these conventions to appoint delegates to the annual gathering.

Chief among the resolutions passed was one disclaiming responsibility for the high cost of living, and calling for an investigation of the charges made by Dr. R. J. McFall in this regard. It was decided to form a joint stock fire insurance company for merchants. There were several other resolutions passed, including a proposal to ask for a Federal law prohibiting premium contests. A. G. Box, hardware merchant, of Pierson, was appointed president. He is an energetic young country merchant, and as former vice-president took a leading part in the convention.

Several inspiring addresses were given by F. H. Mann of Devils Lake, North Dakota, and by R. L. Line of Columbus, Montana.

The entertainment features provided by the Brandon branch were excellent. Noonday luncheons at the Prince Edward hotel, with sing-songs from a printed card, were the rule daily. A well-staged banquet and dance brought the proceedings to a close.

The Secretary's Report

I have much pleasure in presenting to you the sixth annual report of the Manitoba Board of the Retail Merchants' Association of Canada, Incorporated. This report covers the fourteen months between the last convention held at Winnipeg on June 18 to 20, 1918, and the present meeting, August 13 to 15, 1919. During this period your Executive officers have had under consideration a large number of questions of great importance to the retail trade. The financial statement presented by the treasurer covers the fiscal year ending March 31, 1919.

Sixteen meetings of the Executive have been held. The membership as of July 31, 1919, totals 785; in Greater Winnipeg 330, other points in Manitoba 455. All of these members are in good standing; all dues having been paid. Our association work throughout Canada is receiving greater interest, more sympathetic co-operation and larger financial support on the part of members than formerly. This is due to the fact that the members are beginning to measure and appreciate the service which our organization renders. During war time great opportunities were given for the exercise of co-operative effort and I would like to take this opportunity to direct your attention to the untiring and unselfish services of the Dominion Secretary, E. M. Trowern, at Ottawa, and the enthusiasm and genuine interest of J. A. Banfield, Dominion President, in all questions which affect the status of the retail trade in Canada.

At the last convention held in Winnipeg June 18-20, 1918, the following Executive officers were elected: Geoge W. Markle, Winnipeg, president; A. G. Box, Pierson, first vice-president; A. F. Higgins, Carman, second vice-president; T. A. Connell, Winnipeg; treasurer; J. H. Curle, Winnipeg, secretary.

Action was taken on the resolutions passed at the last convention as follows:

1. Resolution on "Win the War Effort."—The Executive officers and members of the association have been identified with the various movements which had for their object the success of the war, and general rejoicing accompanied the signing of the armistice and peace terms.

2. Resolution asking merchants to study Transient Traders' Act, and that municipalities be requested to observe same. During the year this matter was covered in a bulletin to the members. In addition, municipal officers should be requested to examine the 1918 statutes and amendments.

3. Resolution asking for co-operation with the University of Manitoba in the establishment of a Chair of Commerce—The officers have the assurance of the Advisory Committee on Commercial Education of the University of Manitoba that a director of commercial education will be appointed as soon as a man with the qualifications desired can be secured. During the month of August, 1918, the university engaged W. J. Keyes, of the Kelvin Technical High School, Winnipeg, to conduct a survey of fifteen Manitoba towns. Your secretary accompanied Mr. Keyes. Meetings of the business and professional men were held in the following places: Carman, Miami, Morden, Manitou, Pilot Mound, Crystal City, Boissevain, Killarney, Deloraine, Melita, Napinka, Souris, Virden, Carberry and Portage la Prairie.

In February, 1919, the university conducted its second annual short course in merchandising. In addition to local business speakers, James W. Fisk, selling expert, and Andrew H. Melville, lecturer on business administration, were engaged. One hundred and nine merchants and clerks were enrolled in the day course, while 446 were in attendance at the evening lectures. Letters of approval have been received from those who took advantage of these lectures and discussions. Three hundred copies of the 1918 lecture course were printed in book form; 200 copies of this book have been sold by the university.

4. Resolution on Conference of Farmers and Commercial Organizations—A. F. Higgins and your secretary attended a meeting called by Henry Detchon, honorary secretary of the Joint Committee of Commerce and Agriculture, with a view to bringing about such a conference. Satisfactory arrangements were not made as to the date of the conference and the meeting was postponed indefinitely. The last general meeting of the Joint Committee of Commerce and Agriculture was held at Regina in March, 1918, when A. F. Higgins, H. L. Montgomery and your secretary were present.

5. Resolution as to Time of the Holding of the Convention—To be determined by a questionnaire. Numerous interviews with members caused your executive to choose the month of June.

6. Resolution on Parcel Post—This matter was referred to the Dominion Executive for action. The Dominion Secretary has forwarded a letter to the members of the House of Commons and the Senate with statistics showing that the rates on parcels are not sufficient to pay for the service. Letter rates are high in order to absorb the loss occasioned on the parcel post service.

7. Resolution on Benefits of Prohibition in Manitoba—This resolution was passed to assist the campaign for prohibition in New Zealand. Your Executive is co-operating with the Social Service Council of Manitoba in an effort to secure satisfactory permanent prohibitory laws in Canada.

Resolutions 8 to 11 covered thanks to the press, Industrial Bureau and exhibitors and speakers.

12. Resolution appointed A. F. Higgins, H. L. Montgomery and William Iverach to meet farmers, manufacturers and wholesalers. This matter was referred to in Resolution No. 4.

13. Resolution re Bankruptcy Act—A special committee of the Dominion board met a special committee of the Dominion House when this bill was introduced in 1918. Numerous changes were suggested so that the whole retail trade would not be tied up. Your Executive, co-operating with Horace Chevrier, met in conference with W. F. O'Connor, K.C., and H. P. Grundy, when further changes were considered and agreed upon. The Act goes into effect in 1920.

Recommendations.

In addition to the resolutions referred to, your Executive was requested to ask for a revision of, "The present method for the inspection of weights and measures." This matter has been referred to the Dominion Executive.

"The Cold Storage Problem."—This matter will have to be taken up with the Minister of Agriculture. The Deputy Minister will likely be present to make a statement to the convention.

"The Classification of Freight."—This was referred to the Dominion Executive.

"District and Sectional Meetings throughout the Province."—This matter is under consideration, and will go into effect with the appointment of a business expert at the university.

Community Building and Affiliation With Social Service Council.

During the year the Executive received an invitation to affiliate with the Social Service Council of Manitoba and they did so. Your secretary is a member of the Committee on Community Organization. This department of the Social Service Council has as its secretary F. C. Middleton, who was appointed on June 1, 1918. Excellent work has been done throughout the province, clubs having been formed in 25 centres. We expect during the year these will become a get-together medium for the farmers and the merchants to their mutual benefit and the good of the community generally.

Selling Policy of Wholesale Houses

Co-operating with a representative of the wholesale grocers, a questionnaire was pre-

pared with a view to securing the selling policy of all wholesale grocers soliciting business from the retail trade of Manitoba. The selling policy of these wholesale houses are now on file for reference. We would urge the members again to advise our office of all irregular selling.

Fixing of Prices by Dominion Government

Your Executive was requested to co-operate with the Government in the event of such action being taken.

Provincial Taxation Board

Your Secretary was appointed a member of the Manitoba Tax Commission. During the year meetings of the commission have been held at Winnipeg, Brandon, Souris, Portage la Prairie, Morden, Dauphin, Neepawa and Minnedosa. At all of these places evidence has been secured regarding the methods of making assessments and the collection of taxes. Merchants have shown their interest in the various sessions by submitting figures and other valuable information as a protest against the present tax on personal property and rental values. Practically every retail merchant was in favor of a tax on net profits and salaries in lieu of the business tax as now imposed.

Assisting Farmers in Greater Production

Reports go to show that great assistance was given to farmers by merchants and clerks throughout the Province of Manitoba during the 1918 harvest. In some places the stores were closed for part of the day to help the farmer in this movement.

Application by Express Companies for Increases in Rates

Your secretary appeared before the Board of Railway Commissioners at sittings held in Winnipeg, when objections to the application of the express companies for increased rates were heard. The burden of the arguments were presented by the Winnipeg Board of Trade, with whom we were pleased to co-operate. An examination of the proposals of the express companies revealed the fact that they desired to reduce the tariff on those packages which entered into competition with the parcel post rates and have the increases apply to the heavier packages. We drew the attention of the commissioners to the fact that this would mean that one branch of the business would be conducted at a loss while another section would take care of this loss, and at the same time produce a profit on the entire investment. We opposed this attempt of the express companies to follow the lead of the Dominion Post Office in its policy of carrying parcels at less than the cost of the service.

1919 Legislation

(a) Licensing and Bonding of Produce Dealers—Manitoba has suffered for many years with certain produce dealers who were unbusinesslike and dishonest. Their plan was to offer higher prices than that paid by regular reliable dealers, with the result some persons, attracted by the price, made shipments and suffered losses accordingly. These were reported from time to time, the latest being those who shipped to the Anderson Produce Company December, 1918. Your Executive officers were of the opinion that the operations of this class of dealer should be checked. We sought and secured the support and co-operation of the officers of the Manitoba Grain-Growers' Association, the Home Economics Society and the Manitoba Agricultural Societies in our efforts to eliminate such, and by a special Act granted by the Government, which went into effect May 13, 1919, all dealers whose principal business consists of handling farm produce shall be required to obtain a license of $10.00 and furnish a bond for $3,000 before doing business in Manitoba. I would urge all shippers of produce to co-operate as far as possible in carrying out the provisions of this Act. Our association will use its best efforts to make it hard to be dishonest in business.

(b) Amendment needed in respect to certain licenses. Your officers have applied for the Amendment of the Municipal Act and the Transient Traders' Act in respect to the exemption from licenses of goods manufactured in Manitoba if sold by the manufacturer or his authorized agent. This provision is unfair, is out of date and discriminates. At the suggestion of the Committee on Amendments to the Municipal Act this matter will be considered with the Union of Municipalities prior to being brought again before the Government.

(c) Early Closing Movement Growing.—This question has been a live issue in Winnipeg for years, but more particularly during the past year, due to an appeal that has been made from the decision of the magistrate based on the amended by-law. Your officers have studied this question carefully and are fully convinced that early closing by-laws if introduced must be properly enforced. Dealers who wish to enjoy the privileges of remaining open after the closing hours of other stores should (as provided for in the Shops Regulation Act) be required to confine their stocks to those lines which may be sold after hours. This action on the part of your officers has not been popular with some dealers, who looked at the question purely with a selfish motive, but we believe that early closing will never prove satisfactory until there is administration that is guided by the best interests of all concerned, and it must be fair and effective.

View of Rosser Ave., Brandon, Man., looking west. One of the principal retailing streets of this Western city. Inset is the new fire hall.

Many suggestions and inquiries have been received from country towns on closing stores for one-half day each week. Many merchants are enthusiastic over the advantage of having a half day free. No doubt this question will be brought before the convention for your consideration.

(d) The Chinese Trader—Complaints have been received from time to time during the year respecting the practice of certain Chinese merchants who conduct business under very unsanitary conditions, and who also ignore the Lord's Day Act. There is a strong demand for more effective regulation of such traders with a view to having them adopt higher standards of living.

Service of the Manitoba Office

Throughout the year every effort has been made to furnish the members with satisfactory service in the following branches:

1. Information on the best methods of bookkeeping.
2. How to display goods and where to get fixtures.
3. Information regarding competent help.
4. The checking of freight bills and information on other transportation matters.
5. Credit information and collections.
6. Information on advertising and selling.
7. Information on insurance, fire, accident and health.
8. Information on irregular selling.

Dominion Legislation and Activities

Mr. Banfield, Dominion President, will cover the work of the Dominion Executive in his address. I will not make any attempt to include these matters in this report except to state that I believe we have had good co-operation with the head office.

The Future of Association Work

If the association work is to make more rapid strides, there must be greater co-operation among merchants generally than there has been. I am convinced that the getting together of merchants will benefit customers and dealers, and would greatly add to the possible usefulness of the association.

J. H. CURLE, Secretary.

Many Important Resolutions Passed

One of the most important resolutions passed by the Brandon convention of the Manitoba Retail Merchants' Association was that disclaiming responsibility on the part of the merchants for increasing prices, and the high cost of living. The resolution demands an immediate investigation into this charge preferred by Dr. R. J. McFall, High Cost of Living Commissioner. The president of the Retail Merchants' Association for Manitoba, George W. Markle, moved the resolution, while the seconder was Ald. J. B. Curran, of Brandon. This important resolution asks that a speedy inquiry be undertaken at once by the Board of Commerce. It also further states that Dr. McFall is confusing the minds of the consuming public on the real causes of the trouble. This resolution is as follows:

Full Inquiry Invited

"Whereas the retail merchants of the province deplore the ever-increasing high prices prevailing for the necessities of life and realize that they are helpless to remedy the conditions, and whereas the High Cost of Living Commissioner, Dr. R. J. McFall, has given statements from time to time to the press which in effect indirectly charge the retail merchants as a class with demanding exhorbitant prices. Now be it therefore resolved that this convention declare its stand in relation to these charges.

"The recent inquiry of the Federal Government and other investigations that have been made during the war and since the signing of the armistice, has shown conclusively that the retail merchants as a class have not made unfair progts. It must be apparent to anyone who has followed the exposure of profiteering during the war and in recent months, that the retail merchants are not among those who have made even unusual profits, while at the same time these investigations have shown that enormous profits have been made by many other classes who are much nearer the source of supply than the retailer.

"It therefore appears to the delegates here assembled that the High Cost of Living Commissioner in making such charges is diverting and confusing the minds of the consuming public on the real causes of the trouble. And inasmuch as the retail merchant comes more closely in contact with the consuming public than the producer, manufacturer, or wholesaler, is therefore placed in a more or less defenceless position by these official charges.

"Therefore be it resolved that we urgently request that the newly-appointed Board of Commerce fully consider the

J. H. CURLE

Secretary of Manitoba Branch of the Retail Merchants' Association

question as it applies to the retailer, at the earliest possible date. Further, be it resolved that a copy of this resolution be sent to Dr. R. J. McFall and such other officials of the Government dealing with the problem of the high cost of living."

Other resolutions were passed as follows: "Resolved tha tthe incoming executive be requested to secure legislation whereby all retail stores in Manitoba will be required to close on Wednesdays or Thursdays at 1 p.m. each week and every other day excepting Saturdays and days preceding holidays at 6 p.m. during the months of June, July and August."

Resolution of Community Work Lectures

"Whereas satisfactory results have attended the work of the University of Manitoba in the short courses in merchandising offered in February, 1918 and 1919, and the field wor kdone among business people in August, 1918, therefore be it resolved that the members of this association express their appreciation for this service, which has been rendered by the University of Manitoba and that we continue to co-operate with the university for the advancement of commercial legislation with a view to having extension work serve as many business centres as possible."

Resolution on Community Work

"Whereas the Social Service of Manitoba established a Community Organization Department on June 1, 1918, with F. C. Middleton as secretary, and which department has been the means of organization of a large number of community clubs throughout the province, which clubs have added to the happiness and prosperity of the centres so organized;

"Therefore, be it resolved that we the members of this association co-operate in every possible way with the Social Service Council in the promotion of this work."

Resolution on Soldier Settlement

"Resolved that the members of this association use every means possible to co-operate with and assist soldiers going on land in Manitoba."

Resolution on Taxation

"Whereas the Manitoba Taxation Commission had held sessions throughout the province to receive evidence on methods of assessment and taxation.

"And whereas it is the intention of said commission to make recommendations to the Government:

"Therefore, be it resolved that the members of this association be requested to submit to the commission evidence in the form of statements to show inequalities which exist in the distribution of the business taxes as distributed under the tax on retail values and personal property, and that we urge for the appointment of a permanent taxation board to have supervision over assessment on taxation matters in the province with a view to increased efficiency."

Resolution on Licenses Respecting Goods Manufactured in Manitoba

"Whereas under the Municipal Act no license is required in villages or rural municipalities for hawking, peddling or selling from any vehicle or other conveyance any goods, wares or merchandise manufactured in this province if the same is hawked or peddled by the manufacturer or by his bona fide servants or employees;

"And whereas such goods if stocked in a retail store are subject to a business tax;

"Therefore, be it resolved that the executive be requested to apply to the Legislature for an amendment to the Municipal Act whereby this exemption will be removed."

Resolution on Produce Dealers

"Whereas there have been many losses in the past on shipments of produce by farmers and merchants through the operations of unreliable and dishonest produce firms;

"And whereas the Manitoba Government at the 1919 session granted legislation whereby produce dealers are now required to be licensed and bonded;

"Therefore, be it resolved that we co-operate with the Department of Agriculture by reporting all cases of irregular buying or selling of produce with a view to having the provisions of this act carried out."

A resolution protesting against the alleged inequalities of taxation in Manitoba was passed as follows:

"Whereas the Manitoba Taxation Commission has held sessions throughout the province to receive evidence on assessment and taxation;

"And whereas it is the intention of said commission to make recommendations to the Government;

"Therefore, be it resolved that the members of this association be requested to submit to the commission evidence in the form of statements to show inequalities which exist in the distribution of the business taxes as distributed under the tax on rental values and personal property, and that we urge for the appointment of a permanent taxation board to have supervision over assessment on taxation matters in the province with a view to increased efficiency."

After some discussion among the members, this resolution was unanimously adopted. It was generally felt by the members that under existing conditions the merchants were being overtaxed. After a short discussion, an amendment is to be asked for by the Retail Merchants' Association to the Municipal Act, requesting that the exemption be removed regarding non-requirements of a license for hawkers and pedlars selling from any vehicle or any other conveyance in the province.

Dominion President Speaks on Community Building; Outlines Aims of R.M.A.

J. A. BANFIELD, of Winnipeg, the president of the Dominion Board of Retail Merchants, addressed the delegates. He dealt with legislation enacted reecntly and suggested changes and improvements therein.

"I notice that in the Council of Agriculture platform," said Mr. Banfield, "their statement of regrets at the shifting of young men from the farms to the cities. Surely there is a remedy for this, and I feel that if they look into the homes they will find considerable of the cause, and the blame is not altogether with the farmer; it rests also on the merchants in the small towns, because in their hands lies the upbuilding of their community."

Mr. Banfield then dealt with the comparison of educational advantages, the wage question, and general public utilities in the farming districts. He advised the establishment of public libraries and the establishment of community centres "where all classes of the community might gather and get acquainted."

Dealing with the principles of the Retail Merchants' Association, Mr. Banfield stated that the association stands for "Honest weights and measures, no misrepresentation in the quantity, quality, or value of the goods sold; one price to customers on proprietary trade-marked articles upon which a fair price has been fixed and printed by the manufacturer; no deceptive tricks to allure customers to buy goods that they are familiar with at a cent or two below the regular price, and then get back from them more than the loss made in goods that they are not familiar with; no false advertising, no attempt to rob the working classes or the farmers by buying manufactured articles or produce that has been made by those who receive starvation wages."

Co-operatives and Mail Orders

The association aims to oppose any attempt on the part of any promoters or persons who are not familiar with the retail problem to induce our customers to place their money, or their trade in speculative co-operative stores or society ventures on the idea that they will be able to buy much cheaper and have dividends paid back to them, which dividends, if paid, are overcharges or bribes, paid back to customers in order to deceive them and endeavor to hold their trade; to point out to every resident of our cities and towns that if they want their city or town to prosper, they must keep their money in local circulation, and that the retail mail order houses that send goods into the municipality which are carried by merchants are not contributing to the support of the municipality; to endeavor to give the best service and accommodation to the buying public and to give to those who are worthy credit when they require it; to keep a register for the inspection of all the merchants, of those persons who habitually make it a practice to avoid paying their accounts, so as to prevent them from securing further credit and to send the names of those who have met with misfortune to the proper officials

J. A. BANFIELD
Winnipeg, President of Dominion Executive Council of R.M.A.

in the municipality whose duty it is to examine into all such unfortunate cases; and to ask our customers and citizens of our cities and towns to patronize those retail merchants who believe in the above principles, and who have united with their fellow-merchants, whose duty it is to see that these principles are lived up to.

Delegates Attending The Convention

The following merchants were in attendance at the Brandon convention:

S. R. Acheson, Boissevain; R. C. Balloch, Reston; Frank H. Brady, Reston; A. G. Box, Pierson; F. T. Baxter, Winnipeg; H. Bicknell, Wheatland; J. A. Banfield, Winnipeg; G. B. Bedford, Brandon; E. Bolton, Brandon; S. Broomhall, Brandon; J. Bedford, Brandon; W. D. B. Boyd, Roseisle; T. A. Connell, Winnipeg; W. Chrests, Brandon; W. E. Crawford, Brandon; J. N. Campbell, Makinac; W. J. Currie, Lauder; H. Cooperman, Brandon; S. Cooperman, Brandon; W. J. Draper, Brandon; A. J. Doak, Brandon; H. Davis, Desford; George Dinsdale, Brandon; J. F. Dobber, Brandon; W. W. Donaldson, Brandon; J. M. Donaldson, Brandon; John Farrell, Brandon; T. F. Foreman, Brandon; D. Hetherington, Souris; M. A. Hetherington, Souris; A. Hartley, Virden; H. E. Hatteim, Rapid City; A. L. Hall, Brandon; M. Johnston, Brandon; E. T. Johnson, Boissevain; W. S. Kenner, Pierson; A. B. Knowlton, Brandon; K. M. Kerr, Brandon; J. W. Kelly, Winnipeg; A. E. Ligne, Rapid City; P. Lamont, Brandon; S. H. Lees, Souris; T. E. Morris, Alexander; J. F. McDonald, Brandon; S. K. McDonald, Brandon; W. E. Minion Brandon; R. F. McBurney, Brandon; J. H. Niore, Souris; E. B. McDonald, Souris; W. F. Murphy, E. Newdale; J. W. McArter, Souris; E. J. McKittrick, Brandon; J. B. Ober, Brandon; John Pepkin, Brandon; Geo. Parrett, Brandon; Jas. Rothnie, Virden; J. H. Rankin, Brandon; J. M. Robertson, Brandon; E. E. Riesberry, Rapid City; S. D. Robertson, Brandon; J. G. Robertson, Brandon, H. H. Sutherland, Brandon; O. Sawyer, Aexander; Mr. Shewan, Brandon; R. H. Vankirk. Winnipeg; Chas. P. Williams, Plumas;; Geo. White, Brandon; W. Hutchings, Brandon; Ed. Hill, Brandon; W J. Creelman, Brandon; Louis Franchard, Ste. Rose Du Lac; S. Delveaux, Ste Rose Du Lac; Jos. Molgat, Ste Rose Du Lac; Wm. Shear, Brandon.

Retailers Decide to Form a Joint Stock Fire Insurance Company

AN important move in the history of Manitoba retailers was taken at the Brandon convention of the Manitoba Retail Merchants' Association when it was definitely decided to form a joint stock fire insurance company.

Little discussion followed the reading of the resolution, which was moved by D. W. Boyd, of Rose Isle, and seconded by W. E. Crawford, of Brandon. By this resolution it was decided to form the company as soon as sufficient stock is subscribed to by the members. Only members in good standing will be allowed to hold stock or carry insurance in the company.

Refused to Co-operate

This action was taken as a result of the refusal of the Saskatchewan Retail Merchants' Mutual Insurance Company to cooperate, and as a result of advice from the Manitoba Fire Insurance Committee against the forming of a mutual company. This action is being taken largely on account of high premiums charged by the insurance companies for insurance of retailers' stock and property.

The resolution, which follows, was adopted:

"Whereas a committee of this association has been studying the question of forming a fire insurance company with a view of effecting a saving on the insurance premiums for the members;

"And whereas negotiations have been carried on with the directors of the Saskatchewan Retail Merchants' Mutual Fire Insurance Company with a view to having their company extend its operations into Manitoba, and whereas the Saskatchewan Retail Merchants' Mutual Fire Insurance Company

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CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

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H. T. HUNTER - - - - - - Vice-President
H. V. TYRRELL - - - - - General Manager

THE MACLEAN PUBLISHING COMPANY, LIMITED

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Dry Goods Review Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, Power House, Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, Canadian Motor, Tractor and Implement Trade Journal.

OFFICES

CANADA—Montreal, Southam Bldg., 128 Bleury Street; Telephone Main 1004. Toronto—143-153 University Ave.; Telephone Main 7324. Winnipeg—1103 Union Trust Bldg.; Telephone 3449. Vancouver—39 Tenth Avenue West.

UNITED STATES—New York—Room 620, 111 Broadway, New York; Telephone 8971 Rector. Chicago—Room 1401, Lytton Bldg., 14 E. Jackson St.; Telephone Harrison 9133. Boston—C. L. Morton, Room 734, Old South Bldg.; Telephone Main 1024.

GREAT BRITAIN—London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director. Telephone Central 12960. Cable Address, Atabek, London, England.

SUBSCRIPTION—Canada, $3.00 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, $3.50 a year; other countries, $4.00 a year. Single copies, 10c, invariably in advance.

PUBLISHED EVERY FRIDAY

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation. Copy of report will be sent to anyone interested.

Vol. XXXIII. TORONTO, AUGUST 22, 1919 No. 34

EDITORIAL BRIEFS

COMMENTING on the visit of W. F. O'Connor to Washington in connection with his duties as member of the Court of Commerce, the Toronto *Globe* says: " 'That man O'Connor' will be more formidable than ever." The *Globe* can only mean formidable to all business interests and that evidently expresses its opinion of what the attitude of the Chamber of Commerce should be.

* * *

IN CONSIDERING Dr. McFall's statement that more sugar has been received in Canada this year than ever before it might be interesting to quote the comparative figures of Canada's exports for the years 1918 and 1919 as recorded by Willett & Gray. In April, 1918, the total Canadian exports of refined sugar were 225,765 pounds, while in 1919 the exports were 27,339,209 pounds, a difference that would account in itself for quite material increases in Canada's imports.

A NEW CATCHWORD

A NEW phrase has been coined at the White House. "Pitiless publicity" bids fair to be as popular as was "watchful waiting" some years ago. If "pitiless publicity" does anything to moderate the costs of living, everyone will wish it well, but it is rather an ominous sign, that its precursor "watchful waiting" did not keep a great nation out of war.

A NEW DANIEL COME TO JUDGMENT

A CURIOUS and interesting sidelight on the daily newspaper viewpoint may be gained from the change in the attitude toward Dr. McFall. A few weeks ago when Dr. McFall, examining some industries, found them guiltless of any malpractice, the newspapers generally let out a wail of derision, and virtually accused him of being hand in glove with the manufacturing interests. Ah, for the good old days of W. F. O'Connor, they sighed. With Dr. McFall's startling statement regarding the sugar business he leaps into the limelight as a "fearlesss and able man." The newspapers are fostering the public opinion that is calling for a scapegoat, and only the official who is ready to start something is wanted.

MOB JUSTICE

"THERE has probably never been a more galling application of the power of the trust or the combine than in the absolutely brutal squeeze inflicted by the sugar combine upon the housekeepers of Canada." So begins an editorial in the Toronto *World*. There is no hint of there being two sides to the question, the culprit or the victim as the case may be, has no opportunity for defence. He is adjudged guilty before the trial starts.

There is the overwhelming danger of this useless, expensive and vicious system that the Government has adopted, in their endeavor to placate a people driven wild by ever-increasing costs of necessities. It is an accusation and a condemnation in one breath. It is a system opposed to all our ideals of justice. The accusations are made on the authority of an official, who, granting the purity of his intentions, can know very little of the industry involved. Sugar refining is a business whose mastery requires years of study, yet it can be judged by a man untrained to business after a few hours' investigation.

Such a system is pernicious and dangerous, because no justification could ever eradicate from the public mind the poison of these charges.

If these charges are true, then all that the report has to say is mild enough, but they should be proven true, proven true on the evidence of accredited business men. More than that, there should be some recourse against the swift pronouncements of overzealous officialdom. One may not destroy a private reputation without danger. It should not be possible to besmirch the reputation of a business organization without the same danger. If the charges are true, prove them before a properly constituted court, and punish the culprit; if they are not sustainable, then the originator of the charge should be subject to some action for damage.

Fugitive Facts of the Food Trade

Some Things of Which It is Well That We Remind Ourselves Occasionally

By HENRY JOHNSON, Jr.

DO you know that 25 per cent. of the retailers in the grocery business do 75 per cent. of the business? That seems a startling thing to say. I have known manufacturers of foods to stop their work on account of it so that they might establish its correctness or fallacy, for it must mean a lot to them. A ittle alteration in their slant or angle on any phase of their distribution readily might be the cause of a radical upheaval in their sales plans. Yet here was something that indicated nota little but a very great and grave alteration in their notions of outlet.

But is it not rather easy to establish the soundness of this statement? Go into any town, say a city of 20,000. There you will find, if you examine local conditions, that one store, or at most two stores, flourish very prosperously. The one is an absolute leader in volume, outdistancing all competitors, or two run about neck and neck. Then, following at a perfectly safe distance, come from three to six or seven more. They do a safe and satisfying business, have a settled status, make a good capital return each year, are known as solid concerns. A dozen more do a fair business, make ends meet in rather doubtful fashion. Probably they would not withstand critical examination of their records. Probably their owners are not more than fairly sure how they stack up at the end of the year, for they are a little hazy as to just what constitutes expense, and whether they should pay themselves salaries and charge their own goods at cost or sale prices.

Three-Quarters Just Exist

So here we have around 20 stores, beginning with the really efficient ones and shading off into those which are doubtful, and it is perfectly safe to say that fifteen of them are doing the bulk of the business of the town, yet in the average town of 20,000 you will find 60 stores. Your investigations can continue as much into detail as you like, and you will find that three-quarters of all the stores eke out a bare existence on one-quarter of the total volume of retail food business.

Now, if these facts cause manufacturers to stand aghast and replan their sales policies, how much more startling should they prove to us? The manufacturer is interested surely, but we are bound up in the business body and soul. A few random conclusions, or tendencies, may be indicated, though I do not attempt to exhaust the subject. I doubt whether it can be exhausted.

For one thing, this condition shows what must certainly happen so long as grocers regard their business so indifferently that they do not care whether they improve it or not. Witness my story of last week about how important meetings are neglected. So long as we feel, on the one hand, that our business is not worth studying with all our might the situation detailed above must continue to prevail.

Another point is that here we see one plain evidence why he who says: "There's room at the top," is right. For so long as 75 per cent. are so inefficient and indifferent there are all kinds of chances for the few who hustle while they wait for something to come to them. In fact this condition is not a cause for depression. It is an inspiration to those of us who seek opportunity and are ready to go where opportunity lives. No need to say that there are no chances in the grocery business so long as the present conditions remain unchanged.

How the Figures Vary

Of course, three to the thousand of population is a rough statement of the averages in the grocery business, for there are striking variations. It is about constant for the Pacific coast as a whole, and it is similarly constant in any other large regional division of the country, but in Chicago in 1913, with about 2,500,000 population, there were 6,500 grocers. That gave each grocer 384 customers on the average.

In Los Angeles in the fall of 1916, there were 1,601 grocers, with about 540,000 people, while in the fall of 1918 there were only 1,400 grocers and 600,000 people, so at the first date the stores had only 296 people each, and on the second they had 428 people. The average for both periods is 362.

In St. Louis, in 1917, there were 2,747 grocers. In 1918 there were out 1,808, a decrease of 939. This shows in the former year an average of only 273 people to a store, and in 1918 an average of 410 people, figuring both years on a basis of 750,000 population.

No explanation has been advanced so far as I know for the Los Angeles condition, but the Interstate Grocer has tried to account for the decrease in St. Louis stores by the increase in chain stores, but the account is not clear as to whether the grocery stores in both instances do not include chains. Chains are included in the Los Angeles figures.

To my mind the plain indication of these figures is that 333 people to a store is about the saturation point. When stores are so numerous that there are not 333 people on the average, a lot go out of business, literally starved out. Then, when conditions run along so there are many more than 333 people eo each store, more stores open up again, until the balance is restored.

These are some plain facts we well may ponder, that we may see our way ahead a little more clearly. Facts are mighty useful in laying out any course of action.

Where the M. O. Wedge Enters

At the North Dakota state convention the other day at Mandan, E. B. Moon made many striking statements in a very thoughtful address, but none more remarkable than that touching his investigations of mail order beginnings in most families. Asking, by means of a questionnaire, what had induced families to send in their first order, he found that in 39 per cent. of the instances the first order was for infants' wear.

He talked about it this way: "In the old days, when the stork was expected, the neighbors all pitched in and sewed to help the prospective mother prepare a proper outfit for the new family member. But these days are gone. Such methods are no longer in vogue. But the trouble is that nothing has taken the neighbors' place except the mail order house!" He went on to say that not a single store in a line of big cities he mentioned had an infants' wear department, though I hardly think he said Chicago, for there Marshall Field always has had such a department, I think But I am sure he instanced the great city of Minneapolis, saying:

"The only store in Minneapolis in which I heard there was such a department was Blank's. I went there and asked to be shown the goods. The young lady in charge said she was sorry, but they had no stock at present—it was between seasons!" Here he was unable to get a hearing because of laughter. No wonder his hearers laughed. Think of a "between seasons" in the business of baby production!

The point here is that the local merchant has been asleep, sound aslumber, to a crying need right under his nose at home, a need for as great a staple in the outfitting of humans as any other that could be imagined. So 39 per cent., almost two-fifths, of all his customers who deserted him gradually for the mail order houses, were driven away from his counters by his inability to supply something required by every family, big and little, everywhere.

Keep Your Eyes Peeled

It is therefore pretty good business to keep your eyes open all your working hours at least. For lots of things are happening every day which concern you as intimately as that baby outfitting incident.

For example, the farmer now travels as much or more than city folks. This is a matter of statistics, for it is shown that passenger tickets are sold in greater proportion from country stations than from city ones. The farm home of today is not only as near the centres of cultivation and relaxation as that of the city man. but it is as comfortable, as filled with modern conveniences and as

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CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

MARITIME

L. B. Wood, grocer, Welsford, N.B., has sold to Harold D. Woods.

Clarence E. Dickson, a young grain merchant of Sackville, N.B., was drowned Monday morning of this week while bathing in front of the Clarendon Hotel, at Ste. Anne de Bellevue. Mr. Dickson, and his bride of only one week, were spending the week-end at Ste. Anne's, and he left the hotel for a swim before breakfast, got beyond his depth and became exhausted before he could reach the shore.

QUEBEC

T. A. Berube, grocer, Montreal, is dead.

Ulderic Fiset, grocer, Montreal, is dead.

Zephirin Hebert, president Hudon, Hebert & Co., Montreal, was this week a visitor to Ottawa.

B. Trudel, tea buyer for L. Chaput, Fils and Co., Ltd., Montreal, has returned from his holidays.

P. C. Boerum, vice-president of Geo. F. Hinricks, Inc., New York, was in Montreal last week.

A. J. Mimnagh, representing Nice and Screiber Co. of Philadelphia, spent some time in Montreal last week.

J. G. Gordon, of the Cowan Company, Montreal, is spending holidays this week at Kennebunk Beach, Maine.

Emile Chaput, of L. Chaput, Fils and Co., Ltd., Montreal, returned this week from a motor trip to the United States.

W. Fred McBride, of John T. McBride, grocery importers, Montreal, was a visitor this week to Kennebunk Beahc, Me.

E. Percy Robert, of John T. McBride, wholesale importers, Montreal, returned from a trip to Old Orchard Beach and Boston.

J. A. Paulhus, proprietor D. Hatton Co., Montreal, was called to Sorel last week through the serious illness of his father.

Armand Chaput, vice-president and general manager of L. Chaput, Fils and Co., Ltd., Montreal, was in Ottawa this week.

A. C. MacVicar, sales manager of Gunns, Ltd., Toronto, was last week a visitor to the Montreal office of Gunn, Langlois & Co., Ltd.

J. E. Pollard, Montreal manager of the Quaker Oats Co., spent several weeks in the United States. New York and Atlantic City, being in his itinerary.

E. M. Dixon, a director of the Interstate Fish Company, New York, and formerly connected with D. Hatton Co., Montreal, was a visitor in Montreal last week.

Chas. Chaput, president of L. Chaput, Fils and Co., Ltd., Montreal, is home again after an extended trip to the United States, where he and Mrs. Chaput spent several weeks at Old Orchard, Maine.

ONTARIO

A. G. Patterson, grocer, St. Thomas, has sold to W. E. Whitehall.

W. Laver, grocer, Toronto, is discontinuing business.

J. G. Eyres, grocer, Toronto, is moving to Grimsby East.

Geo. Cooper, grocer, Toronto, is discontinuing business.

Mrs. Lester, grocer, Toronto, has sold to Mrs. I. P. Booth

A. V. Brown, grocer, Hamilton, has sold his James street store.

F. W. Humphreys, grocer, Toronto, has suffered loss by fire.

Michael McParland, of Jas. McParland & Bro., Gananoque, is dead.

Otis Eastman, grocer, Walkerville, has been succeeded by Wm. O'Hara.

Jos. Johns, grocer, Windsor, has been succeeded by Thos. J. Zade.

Mrs. J. M. Lord, Windsor, has been succeeded by W. A. Brown.

E. Barrett, grocer at C.P.R. station, Galt, has sold out his business.

J. W. Halliday, general merchant, Phillipsburg, has sold to Clifford Beach.

L. G. Dubois has opened a grocery store at the corner of College and Kathleen streets, Sudbury.

A. Blain, of R. B. Hayhoe & Co., Toronto, is spending his holidays at the Lake of Bays.

J. McCarthy, a returned soldier, has bought the grocery business of Mr. Marshall of West Main St., Galt. The deal was completed about the 1st of August.

R. Riseborough, who recently returned from Toronto, after more than four years in France, in the 15th Battalion, has bought the grocery business conducted by Mrs. E. Milligan, 493 Bloor Street W.

Congratulations are being extended to D. S. McGugan, London, on his appointment as sales manager for the IXL Spice & Coffee Mills, Limited, for whom Mr. McGugan has been covering territory west of London for the past six years.

R. A. Connor, grocer, of Cambridge St. West, Galt, Ont., has sold one of his two stores and is retiring. The remaining store will continue to be run under the management of his son.

R. B. Hayhoe & Co., wholesalers, have purchased the premises at 7 Front Street East, Toronto, now occupied by the Red Rose Tea Company. They do not expect to move from their present quarters on Colborne street, however, for another year. Larger quarters were necessary in order to keep pace with the growing business.

NEW GROCERY PAPER

CANADIAN GROCER is in receipt of the first issue of the "Western Retailer," published by the Saskatchewan Retail Merchants' Association. This takes the place of the "Retailer," which they have been printing in small size up to the present. The new paper is now the regulation business paper size.

Britain Gives Preference To Other Parts of Empire

The New British Preferential Tariff that becomes effective September 1 shows a very marked advance in the preference given by the British Government to the other parts of the Empire.

The following is copy of schedule: Tea, cocoa, coffee, chicory, currants, dried or preserved fruit within the meaning of section eight of the finance number two act, nineteen fifteen; sugar, glucose, molasses, saccarin, motor spirit, tobacco, five-sixths of full rate. Articles chargeable with new import duties imposed by section twelve of finance number two act, nineteen fifteen, two-thirds of full rate. Wine—not exceeding thirty degrees proof spirit—sixty per cent. of full rate; exceeding thirty degrees proof spirit, sixty-six and two-thirds per cent. of full rate. Sparkling wine in bottle, additional duty seventy per cent. of full rate. Still wine in bottle, additional duty fifty per cent. of full rate. Spirits rates equivalent to full rates as chargeable under this Act up to September first, nineteen nineteen. Goods must be consigned from and grown, produced or manufactured in British Empire, proportion value in British material and labor in accordance with Board Trade regulations. There are other minor modifications.

NEWS FROM WESTERN CANADA

M. Razek, grocer, Winnipeg, has been succeeded by S. Dobnov.

J. Stieman, grocer, Winnipeg, has been succeeded by Johnson Bros.

D. Adelman & Co., general merchants, Robsart, Sask., have dissolved partnership.

Fisher & Son, grocers, Edmonton, Alta., have been succeeded by Emile Jodouin.

Robins & Reid, general merchants, Kindersley, Sask., have dissolved partnership.

Paul Pitura, grocer and butcher, Winnipeg, has been succeeded by Klos & Nowacki.

A. C. Begg, general merchant, Acme, Alta., has been succeeded by the Acme Trading Co.

J. E. Howard & Co., groceries and shoes, Mather, Man., have been succeeded by Howard Bros.

Western Merchants Not Keen on Chautauqua Idea

Have Guaranteed Success in Past, But There Has Been a Change of Feeling—Claim That Such Entertainments Do Not Benefit the Town

A SOURCE of constant criticism throughout Western Canada is the method employed by the Chautauqua managements in asking the merchants in all towns in which they operate to put up a guarantee of $1,500 to ensure the success of the entertainment. The tickets for the six-day series of entertainments is sold by the merchants, or by the town committee, largely composed of merchants, all of this money going to the show. Over and above those tickets receipts the Chautauqua takes 75 per cent. of all money taken at the gate. As most of the seat sale is made in advance the gate receipts are necessarily small, leaving a very narrow margin for the expenses of the local committee.

Very attractive young ladies are usually employed as advance agents to visit the merchants and secure their signatures to the guarantee, and they usually succeed. This year, however, they were turned down cold by the merchants of Virden, Man., and, judging by the remarks in other towns they will experience some difficulties next year. This annual problem is facing the merchants and they have apparently reached a point where they are going to deal with it. They are faced with the situation that whereas they charge a stiff license fee to the local picture house, which gives good service the year round, and also make the travelling circus and other forms of entertainment pay heavily for showing, they allow the Chautauqua to come in scot free, and, in addition, they undertake to guarantee the success of the undertaking. It is charged, too, that the Chautauqua entertainers, instead of staying at the local hotels and spending their money freely, are billeted in town homes.

The original idea of having merchants make the guarantee was that the week's entertainment would bring a very considerable number of farmers to town, with a consequent increase in business. This has not been found to work out, however. In fact in some towns the merchants close up their stores in the afternoon in order that their clerks may attend the show.

In the old days the Chautauqua was an educational event of great value to the community. Those showing in Western Canada, while having certain merits as pure entertainments, are practically devoid of these educational features. They rank as a theatrical show the same as any other group of entertainers. A series of six large brown tents are used, and six performances proceed continuously in as many towns, the performers moving on from one to another from day to day.

MAYLOR AVERY

Lately partner in Creedon & Avery, Limited, joins the Vancouver Milling & Grain Co., to manage the grocery division of their foreign department.

B.C. STRAWBERRY DISTRICTS HAD RECORD YEAR

Victoria, B.C. — Gordon Head and Keating districts strawberry crops totaled 260 tons as against 150 tons last year. The value of the crated fruit shipped was about $43,000.

TO HANDLE FOREIGN GROCERY DEPT.

Vancouver Milling and Grain Co. Appoint New Manager to Department—Also Opening Offices in Shanghai and Hankow

In line with the rapid expansion of the last two or three years that has been the policy of the Vancouver Milling and Grain Co., Limited, Vancouver, comes the announcement that Maylor Avery, lately a partner in Creedon & Avery, Ltd., has become associated with the company, taking over the management of the grocery division, foreign department, Vancouver office. The offices maintained in Kobe, Yokohama, London, etc., in connection with the company's extensive produce importing business will now buy also cocoanut, rice, sagos, ginger, etc. In Maylor Avery the Vancouver Milling and Grain Company have again secured a thoroughly practical man of established experience to take care of this new department.

On Thursday, the 7th, M. H. Thorbourn, for many years associated with Balfour Guthrie, in Vancouver, left on the "Empress of Russia' 'to open and manage offices for the Vancouver Milling and Grain Co. in Shanghai, with a branch office in Hankow. These offices are for the purpose of buying Chinese Food Products for the Canadian and American markets.

FUGITIVE FACTS OF THE FOOD TRADE

Continued from Page 33

artistic, on the average, as that of the city.

Here again we get a hint from the mail order men, because we find that there is more high grade merchandise, goods of better quality, quoted in wider variety in the M.O. catalogs than was formerly the case. The mail order men know the needs of the farmer. Do we?

RETAILERS DECIDE TO FORM JOINT STOCK FIRE INSURANCE CO.

Continued from Page 31

does not consider the time opportune for such extension of operations;

"And whereas the Manitoba Fire Insurance Committee has advised against the formation of a mutual fire insurance company in Manitoba,

"Therefore, be it resolved that the officers of this association take the steps necessary to form a joint stock insurance company as soon as sufficient amount of stock has been subscribed by the members, the said stock to be limited to the members in good standing in this association."

During the discussion which ensued President Markle pointed out that in the case of a joint stock company all risks could be reinsured, whereas this would be impossibls in the case of a mutual company. Under this plan, too, the operations would be unlimited. He stated that in April or May of last year, when enquiries were sent out, the merchants immediately offered business amounting to $215,000. He made the statemnt that A. F. Higgins, a Winnipeg grocer, had offered to subscribe $10,000 for stock in a merchants' insurance company.

F. H. Mann, president of the North Dakota Retail Merchants' Association, said that he was also president of the Merchants' Mutual Fire Insurance Company of North Dakota. This company, he said, wrote all classes of insurance, and operated the same as the old-line companies. They offered a cash discount of ten per cent. for insurance paid within 15 days. Insurance to the amount of $4,000,000 was carried, and the company had been able to pay a dividend of 20 per cent. His company, he said, had the privilege of reinsuring risks, and further protects itself by scattering its insurance. For instance, it would not place insurance on an entire block. He told further about the Implement Dealers' Insurance Company in his state, which had been operating successfully for 18 years on the note system. That is to say that only 60 per cent. of the premium was payable in cash, the other 40 per cent. in the form of notes, on which money was never realized except it became necessary to assess the members in the case of some great conflagration. He said that the merchants' company was the largest in the state.

Newsy Features of the Convention Briefly Told

The Dominion executive of the Retailers will be requested to secure legislation which will make premium contests unlawful. The Saskatchewan association has already taken action on the same lines.

* * *

A very important resolution was passed by the R.M.A. regarding future plans for conventions. It was decided that in future, district conventions would be held. At these district conventions delegates familiar with local conditions in their respective districts would be appointed to attend a yearly conference to conduct the general business of the association. It was further pointed out by J. H. Curle, provincial secretary, that such a movement would awaken intensified interest among merchants who have not as yet linked up with the association.

* * *

The advisability of promoting increased production of farm products received the support of the convention by adopting the following resolutions:

"Whereas, the best interests of Western Canada can be served by the increased productiveness of land and the settlement of unoccupied lands;

"Therefore, be it resolved that our members be urged to study the conditions in their respective districts with a view to securing settlers or lands unoccupied and better farming methods for lands already under cultivation."

* * *

As an amendment to the early closing resolution, passed by the conference Thursday, it was decided to ask for legislation for all retail stores in rural municipalities, including the cities of Brandon and Portage la Prairie, and incorporated towns and villages for closing at 12 noon for a half-day on Thursdays of each week during June, July and August, and at 6 p.m. every day excepting Saturday and the day preceding a holiday. There was a long discussion, some of the merchants being in favor of a whole holiday Thursdays.

* * *

W. J. Keyes, of Kelvin Technical School, Winnipeg, spoke on practical retail advertising: "Many merchants," said Mr. Keyes, "could not see the connection between selling and advertising. Good advertising results in reduction in price of goods to the consumer, an important item at the present time. He advised co-operation between retailer and manufacturer in advertising as this would result in assisting the retailer in making his advertising expenses cheaper.

Edwin Loftus, K.C., lecturer of the Manitoba Law School, addressed the convention on "Commercial Law as Related to the Retailer."

"Partnership," said Mr. Loftus, "is a poor proposition for the reason that partners are liable for partnership debts even if they do not know such debts are being or have been contracted. Oral contracts," he said, "open up a large field for fraud." In order to get away from this in 1910, the statute of frauds was passed. His whole address dealt largely with questionings of vital interest to merchants, and was made interesting by the illustration of practical cases coming under his attention daily.

* * *

The question of better distributing of merchandise caused a brief discussion. Particularly in respect to the jobber selling goods direct to the consumer, in a district at a price that prevented the local dealer from competing for the business. Better co-operation between the wholesaler and retailer was considered necessary and the following resolution was adopted:

"Whereas, the problem of the effcient sympathetic co-operation of manufacturers, wholesalers and retailers, and

"Whereas, the limited co-operation of the past has not produced as rapid strides as is desired in solving the problems of modern merchandising.

"Therefore, be it resolved that the executive be requested to use their best efforts to get the manufacturers and jobbers of Canada to assume greater responsibility in studying and assisting to solve the common problems of distribution."

In some districts, it was pointed out, there existed a class of dealer, registered as a restaurant or ice cream parlor, who really carried on a grocery business day and night, and during hours in which the legitimate grocer was by law compelled to close. This class of dealer escaped taxation, it was alleged, by not carrying a sufficiently large stock at the time the assessor was making his rounds. As a remedy for this it was suggested that steps be taken to have the minimum value of stock greatly reduced.

* * *

A window dressing contest was a feature of the convention of the Manitoba Retail Merchants' Association at Brandon, August 13-16.

The judges, H. R. Vankirk and J. Baxter, expert window dressers, stated the interest taken was very keen and the windows generally were exceptionally good. The prizes were awarded as follows:

First prize—Knowlton's shoe store. This was a display of ladies' footwear. The feature of this window was a neat and well-executed background. The merchandise was seasonable and neatly displayed. Another good point was the splendid range of all prices ticketed with exceptionally neat price tickets. A well-designed and harmonious show card was well placed in the display. The percentage awarded was 95 per cent.

Second prize—Clement's drug store. A display of toilet powder. 90 per cent. award.

Third prize—W. T. Creelman, display of ladies' and men's footwear, 85 per cent. award.

Fourth prize—McPherson & Bedford, a display of bedroom furnishings; awarded 80 per cent.

Fifth prize—McCulloch Drug Co., a display of kodaks and candies, 75 per cent. award.

Sixth prize—Johnson Hardware Co., a general display of hardware.

Seventh prize—Star Grocery.

Eighth prize—W. S. Gooden, gents' furnishings.

Ninth prize—S. A. Thompson, clothier.

Tenth prize—Cut Rate American Shoe Store.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

MARKETS AT A GLANCE

REPORTS from all markets this week point to scarce supplies in a number of lines and advancing prices on new buying. Primary markets in teas, coffees and rices are very high. Sugar is still moving slowly and refineries are still behind in their deliveries.

MONTREAL—Price changes for the week are numerous, and with very few exceptions advances have been the order of such changes as are made. Coffee has advanced two cents per pound on all grades. Soap chips are higher and various sauces, olives, pickles and compound jams are marked higher. Mincemeat has made a stiff advance to around 26-28c per pound, in bulk. New prices to the trade are out for salmon and jobbers' prices will probably soon be announced. Canned fruits in heavy syrup are marked higher. Nuts are firming and almonds, walnuts and filberts are moved up this week. Grain markets, while easing in the States, are tending upward here, but the likelihood is that prices will recede at any time. Gingers and cloves are higher and white peppers are very firm.

Declines are made in hay of various grades, green vegetables and fruits. The tendencies are very firm on beans and peas and trade conditions are reported reasonably satisfactory all around.

TORONTO—Generally strong markets, with sharp upward tendencies in a number of instances, mark the week in grocery commodities. The story as told by those in close touch with the situation is still one of rising prices and nothing to indicate early recessions in values. Coffees have advanced to new high levels this week. Reports of frost damage in Brazil have again boosted the market at primary points and spot quotations, too, have gone up two cents. Teas are very high on all new buying, but holders have not increased their prices on spot offerings. The situation in rices is one indicating very much higher prices in the not distant future. No improvement is noted in the movement of sugar. Supplies are still scant, although nothing is heard of actual want. There seems to be enough to supply the trade in small quantities at a time. Three refineries quote prices steady at the 55-cent advance of last week. Other refineries are steady at the old figure. All are awaiting the shipment of new raws now en route. Canned goods are experiencing a heavy export demand. Supplies are scarce in some lines, while others are completely off the market. Prices are for the most part steady and firm. Raisins and currants are moving freely at unchanged figures. Supplies of the former are ample in some varieties, but some brands are not now available.

The fact that packers are bidding lower prices on live hogs has given a somewhat easier feeling to the markets for fresh pork and pork products. While no marked declines are noted as yet, there is a tendency in that direction. A very heavy export demand, however, exists for pork and pork products. Butter and egg markets are firm and cheese is steady at the lower prices inaugurated a few weeks ago.

WINNIPEG—There is a generally strong feeling on this market at the present time and stocks of essential products, such as tea, coffee, rice, beans and sugar are held in comparatively limited supply and will have to be purchased on an advancing market, so that there is every prospect of advances in a number of these lines. Canned goods prices have been named in many lines and there is a good movement in these stocks.

In regard to produce there is a somewhat easier feeling. Hogs show a tendency to decline and changes may be expected in the near future. Creamery butter has declined and dairy is expected to follow suit. Eggs are fairly plentiful and are easier in tone.

QUEBEC MARKETS

MONTREAL, Aug. 20—Markets are ruling firm and on quite a number of lines there have been increases. The undertone is generally firm and while some lines are seasonably quiet, there is every reason to anticipate a good trade this fall.

Soap Chips Marked Higher; So Is Sauce

Montreal.

SOAP CHIPS, SAUCE.—Increased prices are in effect for soap chips of the Pugsley Dingman make. The advance is 20 cents per box and the present quotation here is $4.40 per case. H.P. sauce has registered an advance of 25c per dozen, the present price being $3.50.

Pickles Move Upward; Olives; Chow Chow, Too

Montreal.

PICKLES, OLIVES, ETC.—An upward revision of price has been affecting various pickles, olives, gherkins, etc. This applies to lines of Libby, McNeill and Libby pack, and some of the changes are as follows: Sweet mixed pickles in 20-oz. jars are advanced from $4.25 to $4.85 per dozen and sweet gherkins in the same

size from $4 to $4.55, while sour mixed pickles are up to $4.50 from $3.75, and to $4.50 from $3.80 for sour gherkins. Chow chow is advanced from $4 to $4.50. Queen olives of this pack are priced on the new schedule as follows: 5-oz. $1.25; 6-oz. $1.55; 8-oz. $2.30; 10-oz. $2.80, and 16-oz. $3.40.

This firm's mincemeat in one pound packages is advanced from $1.45 to $1.75 per dozen, and their orange marmalade from $3.25 to $4.25 in 16-oz. size.

Mincemeat Much Higher; Compound Jams, Too

Montreal.

MINCEMEAT AND JAMS.—Prices have materially advanced on mincemeat. This is probably the result of higher costs for raisins and currants as well as for other ingredients. In 25-lb. pails the price quoted, per pound, is 26c, this grade having sold previously for 15c. Mention was made last week of the firming prices obtaining for various compound jams. New high prices have been announced, now, for other makes. Raymond's, for instance, in 30-lb. pails, are selling up 1c at 14c per lb.; 4-lb. tons up 5c to 65c per ton, and in 1-lb. glass jars, 15c per dozen to $1.80. Upton's, in pails, is quoted up 2c to 18c per lb.; 4 lb. pails, 6c, to 76c per tin, and 12-oz. jars 25c per doz. to $2.35.

Sugar Holds Firm At Recent Advance

Montreal.

SUGAR.—Since the changes recorded in last week's report there has been no change on refined sugar. One refinery continues to sell at $9.95, but there is an adherence to the prices adopted by the refineries, who changed quotations on the 8th and 9th of the month. The only feature of great importance is the somewhat serious narrowing of supplies, and this is due, in large measure, to the difficulties occasioned by the marine strike at New York. Refiners believe that enforced shut-downs will be of short duration and that they will be able to keep customers reasonably supplied.

Atlantic Sugar Company, extra granulated sugar, 100 lbs.	10 50
Acadia Sugar Refinery, extra granulated	10 50
St. Lawrence Sugar Refinery	10 50
Canada Sugar Refinery	9 95
Dominion Sugar Co., Ltd., crystal granulated	10 50
Icing, barrels	10 70
Icing, 25-lb. boxes	11 10
Icing, 50-lb. boxes	10 90
Do., 1-lb.	12 20
Yellow, No. 1	10 10
Yellow, No. 2 (Golden)	10 00
Yellow, No. 3	9 90
Powdered, barrels	10 60
Powdered, 50s	10 80
Powdered, 25s	11 08
Cubes and Dice (asst. tea), 100-lb. boxes.	11 10
Do., 50-lb. boxes	11 20
Do., 25-lb. boxes	11 30
Do., 2-lb. pack	11 50
Paris lumps, barrels	10 55
Paris lumps (100 lbs.)	10 65
Paris lumps ('0-lb. boxes)	10 75
Paris lumps (25-lb. boxes)	10 95
Paris lumps (cartons, 5-lb.)	11 70
Do. (cartons, 2-lb.)	12 45
Crystal diamonds, barrels	11 10
Crystal diamonds (boxes 100 lbs.)	11 20
Crystal diamonds (50-lb. boxes)	11 30
Crystal diamond (25-lb. boxes)	11 50

Salmon Prices Out; Canned Fruits Up

Montreal.

CANNED GOODS.—Canners have announced their opening prices to the wholesale trade on canned salmon, and the same will be found elsewhere in this issue. There have been advances for canned fruits and new prices on cherries are, for the red and white, pitted, $4.65, heavy syrup grade. Gooseberries are the same price with 100 per cent. delivery. The selling basis is also $4.65 per dozen for strawberries and raspberries. Jobbers' prices to the trade on salmon will probably be available in their entirety within a week or two.

Canned Fruits—		
Apples, 2½s, doz.	1 40	1 65
Do., 3s, doz.	1 80	1 95
Do., gallons, doz.	....	5 25
Blueberries, 2s	....	2 40
Currants, black, 2s, doz.	....	4 65
Do., gallons, doz.	....	16 00
Cherries, red, pitted, heavy syrup, doz.	4 40	4 50
Cherries, white, pitted	4 40	4 50
Gooseberries, 2s, heavy syrup, doz.	....	4 65
Do., 2s (pails)	2 77½	2 80
Peaches, 20 oz., doz.	....	....
Do., No. 2	2 80	3 00
Do., 2½ (best)	3 75	4 00
Pears, 2s	2 50	2 90
Do., 2½s	....	3 25
Do., 2s (light syrup)	....	1 90
Pineapples (grated and sliced), 2s	....	3 60
Do., 2½s	....	4 50
Plums—Lombard	2 00	2 20
Gages, Green, 2s	....	2 45
Do. (light syrup, 2s	....	2 00
Raspberries, 2s, black or red, heavy syrup	....	4 65
Do., 2½s	....	
Strawberry, 2s, heavy syrup	....	4 65
Canned Vegetables—		
Asparagus (Amer.) mammoth green, doz.	....	5 75
Asparagus, imported (2½s)	4 85	5 25
Beans, Golden Wax	1 95	2 00
Beans, Refugee	....	1 75
Beets, new sliced, 2-lb.	....	0 95
Corn (2s)	2 10	2 35
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 25	7 50
Spinach, 3s	....	2 85
Spinach, California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Tomatoes, 1s	0 95	1 00
Tomatoes, 2s	....	1 50
Tomatoes, 2½s	....	2 10
Tomatoes, 3s	....	2 15
Tomatoes, gallons	6 00	7 62½
Pumpkin, 2½'s (doz.)	....	1 10
Pumpkins, gallons (doz.)	....	3 25
Peas, Standards	1 85	1 90
Peas, early June	1 92½	1 97½
Peas, extra fine, 2s	....	3 00
Do., fancy, 20 oz.	....	1 57½
Potatoes, Can. sweet, 2½-lb tins	....	....
Do., 2-lb. tins	....	2 75
Olives (in bls, 49 wine gals.), gal.	....	1 35
Canned Fish—		
Salmon—		
Chums, 1-lb. talls	....	2 15
Do., ½s, flat	....	1 12½
1 lb. talls, cases 4 doz., per doz.	4 50	4 80
Pinks, 1-lb. flat	....	2 25
Pinks, 1-lb. talls	2 60	2 75
Pale, ½-lb., doz.	....	1 87½
Pale, 1 lb., doz.	....	2 37½
Pinks, ½-lb., doz.	....	1 62½
Cohoes, 1-lb. talls	....	3 75
Cohoes, 1-lb. flats	....	2 25
Cohoes, ½ lbs., flat	....	1 75
Red Springs, 1-lb. talls	4 00	4 60
Red Springs, ½ lb.	....	2 45
White Springs (1s)	....	2 30
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	....	2 25
Labrador salmon, 1-lb. flat	....	3 60
Alaska, red, 1-lb. tall	....	4 50
Pilchards, 1-lb. talls	1 90	2 00
Whale Steak, 1-lb. flat	....	1 90
Herrings, kippers, dz. (4 dz. case)	....	2 25
Herrings (tomato sauce), doz.	2 25	2 50
Haddies (lunch) (½-lb.)	....	1 00
Haddies, chicken (4 doz. to case), doz.	2 25	2 35
Canadian sardines (case)	6 25	6 75
Norwegian sardines, per case of 100 (⅛s)	....	25 00
Oysters (Canned)—		
5 oz., doz.	....	2 60
10 oz., doz.	....	4 20
Lobsters, ¼-lb. doz.	3 00	3 10
Do., ½-lb. tins, doz.	....	5 10
Do., 1-lb. talls	....	8 25
Do., ¾-lb., doz.	....	6 00
Do., 1-lb. flats	....	8 25
Lobster paste, ½-lb. tins	....	3 50
Sardines (Amer. Norweg'n style)	....	14 50
Sardines (gen. Norwegian)	....	25 00
Sardines—Canadian brands (as to quality), case	6 25	17 50
Sardines, French	....	32 00
Scallops, 1-lb., doz.	....	3 25
Do., Eastern trade	....	2 65
Do., Winnipeg and Western	....	2 85
Scotch Snack, No. 2, doz.	....	4 50
Shrimps, No. 1	2 25	2 50
Crabs, No. 1 (cs 4 doz.)	....	6 75
Crab meat (Japanese), doz.	....	6 50
Clams (river) (1 lb.), doz.	....	1 90
Scotch Snack, No. 1. dz., Montreal	....	2 50

Marked Up Prices On Walnuts, Filberts, Etc.

Montreal.

NUTS.—Importers who have visited United States markets recently come back with the reports that there are practically no surplus supplies of nuts there. Prices also are extremely high and the scarcity of peanuts on spot at various points has become aggravated by non-delivery on the part of farmers. Locally, this week, the prices on walnuts, filberts and almonds have been advanced, walnuts selling at 90c per pound. The undertone is decidedly firm.

Almonds, per lb.	....	0 28
Almonds (shelled)	0 57	0 60
Almonds (Jordan)	....	0 70
Brazil nuts (new)	0 28	0 33
Brazil nuts (medium)	0 15	0 17
Filberts (Sicily), per lb.	0 29	0 31
Filberts, Barcelona	0 26½	0 30
Hickory nuts (large and small), lb.	0 10	0 15
Pecans (new Jumbo), per lb.	0 32	0 35
Peanuts—		
Jumbo	0 20	0 23
Fancy	0 16	0 17
Extras	0 12	0 14
Shelled, No. 1, Spanish	0 20	0 21
Salted Spanish, per lb.	0 25	0 26
Shelled, No. 1 Virginia	0 16½	0 18
Do., No. 2	....	0 14
Peanuts (salted)—		
Fancy wholes, per lb.	....	0 38
Fancy splits, per lb.	....	0 33
Pecans (new Jumbo), per lb.	0 32	0 35
Pecans, large, No. 2, polished	0 32	0 35
Pecans, New Orleans, No. 2	0 21	0 24
Pecans, "paper shell," extra large Jumbo	....	0 60
Walnuts (Grenoble)	0 29	0 35
Walnuts (new Naples)	0 23	0 25
Walnuts (shelled)	....	0 90
Walnuts (Spanish)	0 30	0 33

Note—Jobbers sometimes make an added charge to above prices for broken lots.

Dates Are Less; Currants Arrive; Gone

Montreal.

DRIED FRUITS.—One local jobber has slightly reduced his prices on dates. The Dromedary are quoted at $7.25 per case and the Royal Excelsior at $6.25. There is a decidedly bare market on new arrivals, one car of currants which arrived last week being distributed within a day or two. There seems to be an insistent call from all directions for dried fruits and from the West, in particular, the demand is heavy.

Apricots, slabs	....	0 25
Apples (evaporated)	....	0 22
Peaches (fancy)	....	0 27
Faced	0 19	0 20
Choice	0 20	0 24
Extra choice	0 21	0 24
12 oz., per pkge.	0 16	0 18
Pears	....	0 25
Drained Peels (old)—		
Citron	....	0 45
Lemon	....	0 36
New—Lemon	0 41	0 42

Orange	0 43	0 44
Citron	0 59	0 60
Raisins—		
Bulk, 25-lb. boxes, lb.	0 18	0 20
Muscatels, 2 crown	....	0 16
Do., 3 crown	....	0 17
Cal. seedless, cartons, 16 oz.	0 17	0 19
Choice seeded, 12 oz.	....	0 12
Fancy seeded, 16 oz. pkge.	....	0 14
15 oz.	....	0 17
11 oz.	....	0 13
Choice seeded, 15 oz.	....	0 16
Seedless, 11 oz. pkge.	....	0 14
Seedless, 15 oz. pkg.	....	0 20
Currants, old pack, 15 oz.	0 27½	0 28
Currants (Amarites), loose	....	0 27½
Dates, Excelsior, per case (36-10s)	....	6 25
Packages only	0 19	0 20
Do., Dromedary (36-10 oz.)	....	7 25
Packages only, Excelsior	....	0 20
Do., Dromedary	....	0 22
Figs (layer), 10-lb. boxes	2 60	3 00
Figs, white (70 4-oz. boxes)	....	5 40
Do. (28 8-oz. boxes)	....	3 50
Do. (12 10-oz. boxes)	....	2 20
Figs, Spanish (cooking), 22-lb. boxes	....	0 14
Prunes (25-lb. boxes)—		
30-40s	....	0 32
60-70s	....	0 25
70-80s (25-lb. box)	....	0 22
80-90s	....	0 19
90-100s	0 15	0 17
100-120s	....	0 14
Peels—		
Orange	....	0 37
Cut mixed (1-lb. cartons), doz.	4 10	4 80
In 36 1s, case	....	12 75
Cut, 10-lb. boxes (lb.)	....	0 48

Bean Demand Small But a Firm Market

Montreal.

BEANS.—While there is really a quiescent state, as far as domestic trade is concerned, large lots of beans have been passed through to various U. S. points. The undertone of the market is a strong one and for the present, at least, jobbers do not seem inclined to do much shading.

Canadian, hand-picked, bush.	5 40	5 70
British Columbia	....	5 00
Brown Beans	3 50	4 00
Japanese	4 50	4 60
Yellow Eyes	....	5 50
Lima, per lb. (as to quality)	0 10	0 12
Kidney beans	6 00	6 50
Peas, white soup, per bushel	3 25	3 50
Peas, split, new crop (98 lbs.)	....	6 50
Peas (blue)	0 08	0 09

Rice Changes Many, Market Very Nominal

Montreal.

RICE.—Changes are frequent on rice. The market becomes bare of supplies of certain grades and then a supply, in limited quantities, may be available. To say the least, the market is a most decidedly nominal one, and the tendencies indicate that some of the better grades will be jobbing at around 20c per pound ere long. Tapioca is also steadily firm.

Carolina	....	17 00
Honduras	....	18 00
Siam No. 2	....	13 00
Siam (fancy)	....	12 00
Rangoon "B"	....	13 00
Rangoon CC	....	12 75
Mandarin	....	13 75
Pakling	....	13 00
Patna	0 14	0 15
Japan	....	0 16
Broken rice, fine	7 00	7 50
Do., coarse	....	8 50
Tapioca, per lb. (seed)	0 15	0 16
Tapioca (pearl)	0 15	0 16
Tapioca (flake)	0 12½	0 13

Note.—The rice market is subject to frequent change and the price basis is quite nominal.

Syrup Makers Are Filling Orders

Montreal.

SYRUPS AND MOLASSES.—Corn syrup manufacturers are tackling the many orders in hand in real earnest, and there has been a heavy movement of late. Prices have held without change and the use of syrup has been steadily large for some time. Molasses is steadily holding on an unchanged basis and there is the customary small demand, with supplies ample.

Corn Syrups—		
Barrels, about 700 lbs., per lb.	....	0 08¼
Half bbls.	....	0 08½
Kegs	....	0 08¾
2-lb. tins, 2 doz. in case, case	....	5 45
5-lb. tins, 1 doz. in case, case	....	6 05
10-lb. tins, ½ doz. in case, case	....	5 75
20-lb. tins, ¼ doz. in case, case	....	5 70
2-gal. 25-lb. pails, each	....	2 60
3-gal. 38½-lb. pails, each	....	3 85
5-gal. 65-lb. pails, each	....	6 25
White Corn Syrup—		
2-lb. tins, 3 doz. in case, case	....	5 95
5-lb. tins, 1 doz. in case, case	....	6 55
10-lb. tins, ½ doz. in case, case	....	6 25
20-lb. tins, ¼ doz. in case, case	....	6 20
Cane Syrup (Crystal) Diamond—		
2-lb. tins, 2 doz. in case, per cs.	....	7 50
Barrels, per 100 lbs.	....	10 00
Half barrels, per 100 lbs.	....	10 25
Glucose, 5-lb. cans (case)	....	4 80

	Prices for Island	Prices for Montreal
Barbadoes Molasses—		
Puncheons	0 98	1 03
Barrels	1 01	1 06
Half barrels	1 03	1 08
Antigua Molasses—		
Puncheons	....	0 95
Barrels	....	0 98
½ barrels	....	1 00

Note—Prices on molasses to outside points average about 3c per gallon less.

Maple Syrup Slow; Honey Expected

Montreal.

MAPLE PRODUCTS AND HONEY. Prices have held steadily on maple syrup and on sugar. There is not a big demand at this time of the year, but those wanting supplies are paying pretty high prices for any round lots wanted. Honey of new crop has not arrived in excessive quantities as yet, but this should soon move freely. There is still some old crop honey for distribution.

Maple Syrup—		
13½-lb. tins (each) (nominal)	2 50	2 60
10-lb. cans, 6 in case, per case	15 10	20 15
5-lb. cans, 12 in case, per case	17 10	21 05
2½-lb. cans, 24 in case, per case	18 50	21 30
Maple Sugar (nominal), small lots	0 27	0 32
Honey, Clover—		
Comb (fancy)	....	0 30
Comb (No. 1)	....	0 25
In tins, 60 lbs., per lb.	....	0 26
30-lb pails	....	0 27
10-lb. pails	....	0 28
5-lb. pails	....	0 28
Buckwheat, 6-lb. tins., lb.	0 19	0 20

Gingers Are Higher; Cloves; White Pepper

Montreal.

SPICES.—There is not a single item in the spice list which can be reported easy. Higher prices are in effect for gingers, and the range, according to quality, is from 30 to 40 cents per pound. Cloves are ruling at 60 to 70 cents per pound. White peppers are very firm, but without change. The selling has been quite satisfactory, packers report.

Allspice	0 20	0 22
Cassia (pure)	0 32	0 35
Cinnamon—		
Rolls	....	0 55
Pure ground	0 35	0 40
Cloves	0 60	0 70
Cream of tartar (French pure)	0 85	0 90
American high test	0 80	0 85
Ginger	0 30	0 40
Ginger (Cochin or Jamaica)	....	0 35
Mace	0 80	1 00
Mixed spice	0 30	0 32
Nutmegs, whole	0 60	0 70
Do., ground	0 60	0 65
Pepper, black	0 38	0 40
Pepper, white	0 50	0 55
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 27
Paprika	0 65	0 70
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	1 00	1 10
Cardamon seed, per lb., bulk	....	2 00
Carraway (nominal)	0 75	0 80
Cinnnamon, China, lb.	....	0 30
Cinnamon, per lb.	....	0 35
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Shredded cocoanut, in pails	0 21	0 23
Pimento, whole	0 20	0 22

For spices packed in cartons add 4½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

May Be Mark Ups Soon For Teas

Montreal.

TEAS.—Prices, not only on Japans and Ceylons, but as well on Javas, are

Opening Prices for Salmon Are Announced

THE British Columbia packers have announced their prices to the wholesale trade, also their opening quotations to the retail trade, according to agreement, on Clover Leaf and Maple Leaf Brands.

The opening selling prices to the retail trade of Sockeye salmon as announced on August 15, by the association, are cancelled, and the quotations now ruling are, f.o.b. wholsalers' warehouses: Talls, $4.65 per doz.; flats, $4.75 per doz.; halves, $2.57½ per doz.

The delivery of Sockeye salmon will be much better than was first anticipated, being 25 per cent. on talls, and from 40 to 50 per cent .on pounds and halves. Red Springs are a short pack. Cohoes are a forty per cent. delivery on talls, and from 75 to 80 per cent. on flats and halves. Pinks are a ninety per cent. delivery, and Chums are a full delivery. There is also being offered this year a new line to be known as Kippered Spring salmon. This is put up in half pound flats only, and the price will be $13 per case to the trade.

How Did It Get There?

Mrs. Clarke came running hurriedly into her husband's office one morning.

"Oh Dick," she cried, as she gasped for breath. "I dropt my diamond ring off my finger, and I can't find it anywhere."

"It's all right, Bess," replied Mr. Clarke. "I came across it in my trousers pocket."—London *Tit-Bits*.

firming. It is stated that the buying in United States centres has been so brisk of late as to absorb thousands of chests above the average, and at a premium over the ruling Canadian prices. Advances may be anticipated in the local market ere long. The movement is good.

Pekoe, Souchongs, per lb.	0 45	0 47
Pekoes, per lb.	0 49	0 52
Orange Pekoes	0 53	0 55
Japan Teas—		
Choice (to medium)	0 65	0 75
Early picking	0 65	0 70
Javas—		
Pekoes	0 39	0 41
Orange Pekoes	0 44	0 47
Broken Orange Pekoes	0 40	0 43

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Two-cent Advance Made on Coffee

Montreal.

COFFEE, COCOA.—An advance of approximately 2c per pound has been made in all coffees. The tendencies, as reported in last week's CANADIAN GROCER, have been very firm, and the market is not likely to rule easy unless an unexpected change comes. Local stocks are stated to be ample but not excessive, and there has been a good movement to the trade for many weeks past. The cocoa situation is a decidedly firm one, but there is no quotable change.

Coffee—		
Bogotas, lb	0 45	0 47
Maracaibo, lb.	0 42½	0 44
Jamaica, lb.	0 40	0 43
Mocha (tynes)	0 44	0 47
Mexican, lb.	0 44	0 46
Rio, lb.	0 37	0 39½
Santos, Bourbon, lb.	0 44	0 47
Santos, lb.	0 43	0 45
Cocoa—		
In 1-lbs., per doz.	....	5 25
In ½-lbs., per doz.	....	2 75
In ¼-lbs., per doz.	....	1 45
In small size, per doz.	....	1 10

Some Milling Yet Fair Local Sales

Montreal.

FLOURS.—The milling of flour has been curtailed of late, and some of the mills are running intermittently only. There is enough flour to meet the local domestic trade, but this is not very large. Some export is still being done, it is understood, where surplus flour is held, but this is limited.

Standard Wheat Flours—		
Straight or mixed cars, 50,000 lbs. on track, per bbl., in (2) jute bags, 98 lbs.	....	11 00
Per bbl. in (2) cotton bags, 98 lbs.	....	11 15
Small lots, per bbl. (2) jute bags, 98 lbs.	....	11 30
Winter wheat flour (bbl.)	11 00	11 50

Cereal List Steady; Not a Big Demand

Montreal.

CEREALS.—A fair amount of business is passing in cereals, but there are really no new features. The tendencies have been steadily downward on oats and other grains and corn, too, has been easing. There may be changes in the quotable basis later if this downward course is maintained, but at present there is no indication now of reductions being made.

Self-raising Flour—		
3-lb. pkgs., doz.	....	2 90
6-lb. pkgs., doz.	....	5 70
Cornmeal, Gold Dust	....	6 00
Golden	....	5 75
Barley, pearl	5 75	6 00
Barley, Pot, 98 lbs.	5 00	5 25
Barley (roasted)	....	7 50
Buckwheat flour, 98 lbs.	5 50	6 00
Cornflour, white	....	6 00
Rice flour	8 75	9 00
Hominy grits, 98 lbs.	5 75	6 00
Hominy, pearl, 98 lbs.	6 50	7 25
Graham flour	5 75	5 90
Oatmeal (standard-granulated and fine)	6 00	6 30
Oatmeal, fine cut, in pkgs., c/s	....	4 60
Peas, Canadian, boiling, bush.	4 00	5 50
Split peas (per 98 lbs)	6 00	6 50
Rolled oats, 90-lb. bags	5 25	5 50
Rolled oats (family pack.), case	....	5 60
Rolled oats (small size), case	....	2 00
Oat flakes (case 20 pkgs.)	....	5 30
Rolled wheat (100-lb. bbls.)	7 10	8 00
Porridge Wheat—		
Packages, 36 in case	....	6 00
Packages, 20 in case (family pack.)	....	5 80
Puffed wheat, c/s	....	4 25
Puffed Rice	....	5 25
Wheat Food, 18, 1½s	....	3 25
Tapioca flour, lb.	0 15	0 16

What Feeds Available Selling High Prices

Montreal.

FEEDS.—There is really quite a demand for feeds, considering the available supplies. For this reason bran and shorts are commanding high prices, and while the quotable basis is held unchanged, more money has been paid for the two lines than these prices indicate. With milling operations curtailed there is little likelihood of a surplus of feed accumulating.

Local Grains Up; Hay is Lower

Montreal.

HAY AND GRAIN.—Prices are lower on hay. No. 1 is quoted down $3 to $27 per ton; No. 2 $2 to $25, and No. 3 is selling at $22 to $23 per ton. There is not a great deal of demand just yet. Grain prices are marked up here on both oats and barley, although the tendency has been lower in the United States markets. Lower prices will probably prevail here ere long.

Good, No. 1, per 2,000-lb ton.	....	27 00
Do., No. 2	....	25 00
Do., No. 3	22 00	23 00
Straw	....	11 00
Oats—		
No. 2 C.W. (34 lbs.)	....	1 03
No. 3 C.W.	....	1 01½
Extra feed	....	1 01½
No. 1 feed	....	1 02
No. 2 feed	....	0 98
Barley—		
No. 3 extra	....	1 56
No. 3	....	1 50

Note—These prices are at elevator and bags and bagging are not included.

Green Fruits Have Active Demand

Montreal.

FRUITS.—Green fruits are selling freely and there is quite a variety from which to choose. Gooseberries, cherries, respberries, etc., are finished for the season and there is a maintenance of rather high prices for most lines. Apples of Duchess, Strawberry and Yellow Transparent varieties are now available in barrels at prices quoted below. Canteloupes are easier this week. Montreal melons are selling at $20 to $25 per dozen and are in good supply just now.

Apples—		
Hampers	3 50	3 75
Barrels, No. 1	6 50	7 00
Duchess, No. 2	5 50	6 00
Yellow Transparent Strawberry	4 50	5 00
Apricots, box	....	3 25
Bananas (as to grade), bunch	5 00	6 00
Blueberries, qt.	....	0 30
Do., (11 baskets)	....	3 75
Canteloupes, doz.	....	2 75
Grapefruit (fancy Porto Rico)	4 50	5 50
Grapes (basket, 30 lbs.)	....	4 00
Lemons, Messina	6 00	7 00
Melons (Montreal), doz.	20 00	25 00
Watermelons, each	....	0 75
Pears, California, (110 size)	4 75	5 00
Peaches, California (box)	....	2 00
Plums, box	2 75	3 00
Oranges, Cal., Valencias	6 50	7 00
Do., 150	....	4 50
Do., 176	....	5 00
Do., 200-216	....	5 00
Blood oranges	....	4 50

Tomatoes Are Less; Beets; Carrots, Too

Montreal.

GREEN VEGETABLES. — Lower prices are being quoted on tomatoes, and there are easier tendencies on most of the green vegetables of the coarse sort. New potatoes are quoted at $2.60 per bag and there is a good supply. Corn is quoted at 15c per dozen. There are plenty of carrots and beets, turnips, etc., and the prices are getting less from week to week. The selling is brisk.

Beans, new string, Montreal, 20-lb. bag	....	1 25
Beets, new, doz. (Montreal)	....	0 40
Cucumbers (Montreal), doz.	0 20	0 25
Chickory, doz.	....	0 75
Cauliflower (Montreal), doz.	1 50	2 00
Cabbage (Montreal), doz.	....	0 75
Carrots (new), doz.	0 15	0 20
Celery, doz.	....	1 00
Corn (per bag, doz.)	0 15	0 20
Cabbage (Montreal), doz.	....	0 75
Lettuce (curly), doz.	....	0 25
Lettuce (curly), box	....	0 15
Lettuce (Montreal), head	....	0 50
Leeks	....	1 50
Mint	....	0 30
Mushrooms, lb.	....	1 75
Basket (about 3 lbs.)	....	4 00
Onions, Texas, hamper	....	4 00
Yellow, 95-lb. sack	....	7 00
Do., Red (bunches), doz.	....	1 00
Parsley (Canadian)	....	0 20
Potatoes, Montreal (90-lb. bag)	....	2 60
Radishes, doz.	....	0 25
Rhubarb, doz.	....	0 25
Spinach, box	....	0 75
Turnips, Quebec, bag	....	1 75
Do., new, doz.	....	0 40
Tomatoes (Montreal), 30-lb. box	....	1 00
Do., hothouse, lb.	....	0 30

ONTARIO MARKETS

TORONTO, Aug. 22—Little improvement is reported in the market for sugar this week. Supplies are still inclined to be scarce, and deliveries are slow. Prices are unchanged from last week. Coffees have again advanced at primary points and quotations on spot are also higher this week. The tea market is strong, although dealers have not increased their prices on old stocks. Rice is very light in supply and prices are strong.

Little Improvement In Sugar Market

Toronto.

SUGAR.—Little improvement is reported in the sugar situation this week. The three refineries who advanced their quotations last week 55 cents per cwt. are steady and firm, and the Canada Sugar Refinery is unchanged at $10.16.

One refinery is now closed down, and another one is contemplating doing so in the next few days, until such times as there is a freer movement of raws. Shipments are now on the way to the refineries from Cuba and San Domingo, and the arrival of these is eagerly awaited in order to relieve the present situation. Wholesalers are getting some sugar, and no reports have been heard where the consumer could not actually get sugar.

St. Lawrence, extra granulated	10 71
Atlantic, extra granulated	10 71
Acadia Sugar Refinery, extra granulated.	10 71
Can. Sugar Refinery, extra granulated	10 16
Dom. Sugar Refinery, extra granulated	10 16

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis; 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies, 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2s, 55c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 70c. Yellows same as above.

Molasses and Syrups Moving Slowly

Toronto

CORN SYRUPS, MOLASSES.—The market for molasses and syrups is steady, with no changes in quotations as compared with a week ago. There is not much moving in molasses and syrups just now, the demand being a little slow as is usual at this season.

Corn Syrups—		
Barrels, about 700 lbs., yellow, per lb.	....	$0 08¼
Half barrels, ¼c over bbls.; ¼ bbls.,		½c over
Cases, 2-lb. tins, white, 2 doz. in case	....	5 95
Cases, 5-lb. tins, white, 1 doz. in case	....	6 55
Cases, 10-lb. tins, white, ½ doz. in case	....	6 25
Cases, 2-lb. tins, yellow, 2 doz. in case	....	5 45
Cases, 5-lb. tins, yellow, 1 doz. in case	....	5 85
Cases, 10-lb. tins, yellow, ½ doz. in case	....	5 75
Cane Syrups—		
Barrels and half barrels, lb.	0 08	....
Half barrels, ¼c over bbls.; ¼	bbls.,	½c over.
Cases, 2-lb. tins, 2 doz. in case	....	7 00
Molasses—		
Fancy, Barbadoes, barrels	1 10	1 15
Choice Barbadoes, barrels	....	1 00
West India, bbls., gal.	....	0 44
West India, No. 10, kegs	....	6 50
West India, No. 5, kegs	....	3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	4 90
Tins, 3-lb. table grade, case 2 doz., Barbadoes	....	6 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	5 30
Tins, 10-lb., ½ doz. to case, Barbadoes	....	5 20
Tins, No. 2, baking grade, case 2 doz.	3 50	4 00
Tins, No. 3, baking grade, case of 2 doz.	4 70	6 50
Tins, No. 5, baking grade, case of 1 doz.	3 75	6 20
Tins, No. 10, baking grade, case of ½ doz.	3 60	6 00
West Indies, 1½s, 48s	4 60	6 95

Packaged Goods At Firm Figures

Toronto.

PACKAGE GOODS.—The market for all packaged lines is firm and very strong. All con and oat products are holding at unchanged levels, but the tendency is towards higher figures as oats are inclined to be high and the corn market, while easier at the close of last week, is again showing strength. Other lines are at steady prices.

PACKAGE GOODS		
Rolled Oats, 20s round, case	....	$5 60
Do., 20s square, case	5 10	5 60
Do., 36s, case	....	4 00
Do., 18s, case	....	2 00
Corn Flakes, 36s, case	3 60	4 25
Shredded Wheat, 36s, regular, case	....	4 50
Porridge Wheat, 36s, regular, case	....	6 00
Do., 20s, family, case	....	5 80
Cooker Package Peas, 36s, case	....	3 60
West Indies, 1½s, 48s	4 60	6 95
Cornstarch, No. 1, lb. cartons	0 11½	0 11¾
Do., No. 2, lb. cartons	....	0 10¼
Laundry starch	....	0 10
Laundry starch, in 1-lb. cartons	....	0 12
Do., Do., in 6-lb. tin canisters	....	0 13¼
Do., Do., in 6-lb. wood boxes	....	0 13¼
Potato Flour, in 1-lb. pkgs.	....	0 16
Fine oatmeal, 20s	....	5 60
Cornmeal, 24s	....	3 65
Farina, 24s	....	2 85
Barley, 24s	....	2 35
Wheat flakes, 24s	....	5 40
Wheat kernels, 24s	....	4 50
Self-rising pancake flour, 24s	....	3 30
Buckwheat flour, 24s	....	3 30

Export Inquiry For Canned Goods

Toronto.

CANNED GOODS.—There continues a heavy demand for canned salmon, and a good deal of American salmon is supplying the inquiry. Canned peas are very firm at the opening prices announced by the canners. There is a possibility of American canned peas coming on the market, and they may have the tendency to ease Canadian quotations. One wholesaler told CANADIAN GROCER that these American peas would cost around $1.75 laid down in Toronto, making it possible to sell them slightly lower than the Canadian goods. There is quite an export demand for canned fruits. Quotations, as far as the Toronto market is concerned, on canned fruits is unchanged.

Salmon—		
Sockeye, 1s, doz.	....	4 75
Sockeye, ½s, doz.	....	2 95
Alaska reds, 1s, doz.	4 25	4 50
Do., ½s	....	3 00
Chums, 1-lb. talls	2 35	2 60
Do., ½s, doz.	1 85	1 45
Pinks, 1-lb. talls	2 35	2 60
Do., ½s, doz.	1 35	1 50
Cohoes, ½-lb. tins	2 00	2 10
Cohoes, 1-lb. tins	3 75	3 90
Red Springs, 1-lb. talls	3 75	4 25
White Springs, 1s, dozen	2 30	2 35
Lobsters, ½ lb., doz.	....	6 00
Do., ¼-lb. tins	....	....
Whale Steak, 1s flat doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	2 10	2 15
Canned Vegetables—		
Beets, 2s	....	1 95
Tomatoes, 2½s	....	2 25
Peas, standard	1 97½	2 02½
Peas, early June	2 12½	2 17½
Do., Sweet Wrinkle	2 40	2 45
Do., extra sifted	2 77½	2 82½
Beans, golden wax, doz.	....	....
Asparagus, tins, doz.	3 85	4 25
Asparagus butts, 2½s	....	2 60
Canadian corn	....	....
Corn, American, 2s, doz.	2 15	2 25
Pumpkins, 2½s	....	1 25
Spinach, 2s, doz.	....	1 90
Do., 2½s, doz.	2 52½	2 80
Do., 10s, doz	....	10 00
Pineapples, sliced, 2s, doz.	....	....
Do., shredded, 2s, doz.	....	....
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 52½
Do., standard, 10s, doz.	....	5 00
Apples, gal., doz.	....	....
Peaches, 2s	....	2 87½
Pears, 2s	2 35	2 87½
Plums, Lombard, 2s	....	2 40
Do., Green Gage	....	....
Cherries, pitted, H. S.	4 35	4 40
Raspberries, 2s, H.S.	4 65	4 75
Strawberries, 2s, H.S.	....	5 25
Blueberries, 2s	2 10	2 35
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Jams—		
Apricot, 4s, each	....	0 90
Black currants, 16 oz., doz.	....	4 60
Do., 4s, each	....	1 10
Gooseberry, 4s, each	....	0 84
Peach, 4s, each	....	0 88
Red currants, 16 oz., doz.	....	3 45
Raspberries, 16 oz., doz.	....	4 50
Do., 4s, each	....	1 10
Strawberries, 16 oz., doz.	....	4 50
Do., 4s, each	....	1 15

Smyrna Figs Now On the Market

Toronto.

DRIED FRUITS.—Smyrna figs in bags are quoted by wholesalers now at 18 and 19 cents per pound. Supplies are fairly plentiful. Grecian currants are coming forward and are selling at 22 and 23 cents per pound. The Australian 3-crown are quoted at the same figure. Dried peaches and apricots are off the market, but there are still some small sizes of prunes available. Seedless raisins in 15 oz. packets are selling at 22 cents and the seeded raisins in the same sized packet are selling at 17 cents. Thompson's seedless, bulk, are selling at from 18 to 22 cents.

Apricots, unpitted	....	....
Do., fancy, 25s	....	....
Do., choice, 25s	....	....
Do., standard, 25s	....	....
Candied Peels, American—		
Lemon	0 38	0 43½
Orange	....	0 45½
Citron	0 47	....
Currants—		
Grecian, per lb.	0 22	0 23
Australians, 3 Crown, lb.	0 22	0 23
Cherries, 2s	2 75	2 90
Dates—		
Excelsior, pkgs., 3 doz. in case	....	6 50
Dromedary, 3 doz. in case	....	7 50
Figs—		
Tapa, lb.	....	....
Malagas, lb.	....	....
Comadre figs, mats, lb.	....	....
Smyrna figs, in bags	0 18	0 19
Cal., 4 oz. pkgs., 70s, case	....	5 00
Cal., 8 oz., 20s, case	....	3 25
Cal., 10 oz., 12s, case	....	3 25
Prunes—		
30-40s, per lb.	....	....
40-50s, per lb.	....	....
50-60s, per lb.	....	....
60-70s, per lb.	....	0 26½
70-80s, per lb.	....	....
80-90s, per lb.	....	....
90-100s, per lb.	....	
100-120s, per lb.	....	0 15½
Peaches—		
Standard, 25-lb. box, peeled	....	0 20
Choice, 25-lb. box, peeled	....	0 23
Fancy, 25-lb. boxes	....	0 24
Practically peeled, 25-lb. boxes	....	0 22½
Extra choice, 25-lb. box, peeled	....	0 25
Raisins—		
California bleached, lb.	....	....
Extra fancy, sulphur, blch., 25s	....	....
Seedless, 15-oz. packets	....	0 22
Seeded, fancy, 1-lb. packets	....	....
Seeded, 15-oz. packets	....	0 17
Seedless, Thompson's, bulk	....	0 20
Seedless, 16-oz. packets	....	0 20
Crown Muscatels, 25s	0 15¾	0 17

Bulk Cereals Are Holding Firm

Toronto.

CEREALS.—No changes are reported in quotations on bulk cereals this week. The market is very firm on rolled oats and cornmeal, and according to the statement of some jobbers further advances are not unlikely. Barley is holding steady.

	Single Bag Lots F.o.b.	Bag Lots Toronto
Barley, pearl, 98s	5 50	6 00
Barley, pot, 98s	4 25	4 50
Barley Flour, 98s	....	4 60
Buckwheat Flour, 98s	7 25	8 00
Cornmeal, Golden, 98s	5 75	6 25
Do., fancy yellow, 98s	5 75	6 25
Hominy grits, 98s	....	5 25
Hominy, pearl, 98s	5 00	5 25
Oatmeal, 98s	....	6 25
Oat Flour	....	4 [illegible]
Rolled oats, 90s	....	5 75

Rolled Wheat, 100-lb. bbl.	6 50	7 00
Breakfast Food No.1	....	6 15
Do. No. 2	....	6 15

Teas Are Likely To Advance

Toronto.

TEAS. — Advances on Indian and Ceylon teas are very marked, and are largely accounted for because of the strong position of the rupee. Recent cable advices show that it has advanced to 22½d., which boosts the prices of teas two and three cents per pound. A further advance in tea freights is also announced to take effect on September 1. There is a very heavy demand for all teas, and some holders here have been turning it over to their competitors at a very fair profit. The first crop of Japan teas is quoted higher than the second, from 10 to 12 cents per pound. This is not usually the case. The London market is also very firm. Stocks of old crop teas are said to be low. No higher quotations are named on these, but as the new teas come on the market the prices will be undoubtedly stronger.

Ceylons and Indians—		
Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 56
Broken Pekoes	0 56	0 58
Broken Orange Pekoes	0 58	0 60
Javas—		
Broken Orange Pekoe	0 58	0 65
Broken Pekoes	0 40	0 45
Japans and Chinas—		
Early pickings, Japans	0 53	0 55
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72
Rice Flour, per 100 lbs.	....	10 00
Linseed Meal, 98s	....	6 75
Peas, split, 98s	....	6 50
Blue peas, lb.	....	0 10

Above prices give range of quotations to the retail trade.

New Prices On Coffees Higher

Toronto.

COFFEES.—New advances are reported in the market for coffees on primary markets, on the report of frost damage to the crop from Brazil. Quotations at primary points have jumped a cent and a half. Dealers in coffees here announce an advance of two cents per pound on all spot coffees. Holdings among dealers are said to be very light. The situation is very strong, and just the extent of the damage to the new crop in Brazil is not yet known, but at the first announcement prices jumped to new high levels.

Java, Private Estate	0 55	0 57
Java, Old Government, lb.	0 52	0 57
Bogotas, lb.	0 52	0 57
Guatemala, lb.	0 48	0 52
Mexican, lb.	....	0 52
Maracaibo, lb.	0 47	0 50
Jamaica, lb.	0 47	0 49
Blue Mountain Jamaica	0 52	0 57
Mocha, Arabian, lb.	0 57	0 59
Rio, lb.	0 37	0 39
Santos, Bourbon, lb.	0 47	0 50
Ceylon, Plantation, lb.	....	
Chicory, lb.	0 30	0 32
Cocoa—		
Pure, lb.	....	0 31
Sweet, lb.	....	0 31

Rices Are in Scant Supply

Toronto.

RICES.—The market for rices is very strong, with increasing difficulty reported in any effort on the part of dealers to secure supplies. Chinese XX is off the market, but in its place some dealers supply a good quality Texas rice around $17 per cwt. There is a very heavy demand from all the world markets for rice, and the fact that an embargo prevails on shipments from Japan increases the inquiry from various centres. Tapioca is steady and strong at from 13½ to 14½ cents.

Texas, fancy, per 100 lb.	17 50	18 00
Blue Rose, Texas, per 100 lbs.	....	18 00
Honduras, fancy, per 100 lbs.	....	....
Siam, fancy, per 100 lbs.	15 00	16 00
Siam, second, per 100 lbs.	13 50	14 50
Japans, fancy, per 100 lbs.	....	17 00
Do., seconds, per 100 lbs.	13 00	14 00
Chinese ,XX., per 100 lbs.	....	....
Do., Simiu	....	16 00
Do., Mujin, No. 1	....	16 00
Do., Pakling	....	14 00
White Sago	0 13¼	0 13½
Tapioca, per lb.	0 13½	0 14½

Pickling Spices In Brisk Demand

Toronto.

SPICES.—There is a very active demand for pickling spices at the present time. Cloves are very strong, selling at from 70 to 75 cents per pound, and the tendency is upwards, not down. Peppers are holding at high levels, and advanced again this week. Black pepper is quoted at from 40 to 43 cents per pound. White pepper is offered at from 50 to 53 cents. Cream of tartar is still in very small supply, stocks held by dealers being very light. French pure cream of tartar is offered at 80 cents per pound. American high test in bulk is quoted at the same figure. The eight-ounce tins of the latter are $6.75 per dozen, the four-ounce packages $3.25 per dozen, and the two-ounce packages $1.75 per dozen.

Allspice	0 19	0 21
Cassia	0 33	0 40
Cinnamon	0 35	0 50
Cloves	0 70	0 75
Cayenne	0 33	0 37
Ginger	0 28	0 38
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 32	0 38
Pickling spices	0 22	0 30
Mace	0 90	1 10
Peppers, black	0 40	0 43
Peppers, white	0 50	0 53
Paprika, lb.	0 60	0 70
Nutmegs, selects, whole, 100s	0 45	0 50
Do., 80s	....	0 55
Do., 64s	0 60	0 65
Mustard seed, whole	0 40	0 45
Celery seed, whole	....	0 75
Coriander, whole	0 25	0 30
Carraway seed, whole	0 40	0 50
Tumeric, whole	0 25	0 27
Cream of Tartar—		
French, pure	....	0 80
American high test, bulk	0 75	0 80
2-oz. packages, doz.	....	1 75
4-oz. packages, doz.	....	3 25
8-oz. tins, doz.	....	6 75

Nut Prices Again Show Advances

Toronto.

NUTS.—The tendency in all kinds of nuts is towards higher prices. Indications point to scarce supplies, when the demand increases in the fall. French walnuts, shelled, are quoted at from 88 to 90 cents per pound, and Chinese walnuts are selling easier at from 75 to 78 cents. Shelled almonds are quoted higher this week at from 62 to 65 cents per pound, and some dealers for shelled Jordan almonds are asking as high as 75 cents. Filberts are quoted at from 50 to 55 cents, and Brazil nuts are from 85 to 88 cents. Cocoanut is very much higher, and the prices to the retail have again risen. For the unsweetened cocoanut the price is 35 cents per pound, and for the sweetened kind, 43 cents.

Almonds, Tarragonas, lb.	0 28	0 32
Butternuts, Canadian, lb.	....	0 08
Walnuts, California, lb.	0 40	0 42
Walnuts, Grenobles, lb.	0 34	0 35
Walnuts, Bordeaux, lb.	0 28	0 30
Filberts, lb.	0 23	0 24
Pecans, lb.	....	0 30
Cocoanuts, Jamaica, sack	....	10 00
Cocoanut, unsweetened, lb.	....	0 35
Do., sweetened, lb.	....	0 43
Peanuts, Jumbo, roasted	0 18	0 19
Brazil nuts, lb.	0 21	0 22
Shelled—		
Almonds, lb.	0 62	0 65
Filberts, lb.	0 50	0 55
Walnuts, lb.	0 88	0 90
Peanuts, Spanish, lb.	....	0 20
Do., Chinese, 30-32 to oz.	0 16	0 18
Brazil nuts, lb.	....	0 88

New Honey Now Being Offered

Toronto.

HONEY, MAPLE SYRUPS.—The new crop of honey is beginning to come along now fairly plentiful. The ten pound tins are selling at 22 cents, and the sixty pound tins at 21 cents. The five pound tins are also quoted at 22 cents. There is still some old crop honey on the market. Maple syrup is at strong figures, although the demand for the same is not so active just now.

Honey—		
Clover—		
5-lb. tins	....	0 22
2½s tins	....	0 23
10-lb. tins	....	0 22
60-lb. tins	....	0 21
Buckwheat, 50-lb. tins, lb.	....	0 16
Comb, No. 1, fancy, doz.	....	....
Do., No. 2, doz.		
Maple Syrup—		
8½-lb. tins, 10 to case, case		17 00
Wine qt. tins, 24 to case, case		16 00
Wine ½ gal. tins, 12 to case, case		15 00
Wine 1 gal. tins, 6 to case, case		14 00
Imperial 5 gal. cans, 1 to case, case		14 00
Maple Sugar—		
50 1-lb. blocks to case, lb.	....	0 29

Demand For Beans is Quiet

Toronto.

BEANS.—There is not much demand for beans just now, but prices are holding very firm. Hand-picked beans are quoted at from $5.50 to $5.75 per bushel. Indications point to a very fair crop of beens this fall. The New York market for beans is very strong just now.

Ontario, 1-lb. to 2-lb. pickers, bus.	....	$5 00
Do., hand-picked, bus.	5 50	5 75
Japanese Kotenashi, per bush.	....	4 50
Rangoons, per bushel	....	3 00
Limas, per lb.	....	0 12½

Can. Peaches Are Now on Sale

Toronto.

FRUITS.—Both domestic and imported fruits are arriving on the market in plentiful supply. Messina Verdelli lemons are now arriving, selling at $7 per box. Valencia oranges are quoted at from $5.50 to $6.75 per box according to sizes. Canadian peaches are now being offered, the early varieties, Triumphs, and early St. Johns, being the first to come. Large baskets of the former are selling at 75 to 80 cents, and St. Johns at $1 and $1.25. Black currants in 11-quart baskets are selling at $3.50, and blueberries at from $2.75 to $3.25. Lawtonberries are still quoted by the

dealers at 25 cents per box. Canadian canteloupes are arriving freely, the large baskets ranging from 75 cents to $1.50, and the smaller ones from 40 cents to $1 according to the variety.

Bananas, per lb.	....	0 08½
Valencia Oranges—		
100s, 126s, 150s, 176s, 200s, 216s, 250s	5 50	6 50
288s, 300s, 360s,	4 75	5 25
Lemons, Cal., 270s, 300s, case	5 50	6 50
Do., Messina Verdellis, box	....	7 00
Cherries, Montmorency—		
11-qt. basket	1 75	1 85
6-qt. basket	0 60	0 75
Black Currants, 11-qt. basket	....	3 50
Do., 6-qt. basket	....	1 75
Blueberries, 11-qt. basket	2 75	3 25
Lawtonberries, box	....	0 25
Watermelons	0 75	1 25
Cal., Elbertas, peaches, 70-35s	1 75	1 85
Domestic peaches—		
Triumphs, 11s	0 75	0 80
St. Johns, 6s	1 00	1 25
Canteloupes, 9s, 12s and 15s, New Mexico pinks, flats, 12s and 15s, crate	....	2 50
Do., Canadian, 16 qts.	0 75	1 50
Do., Canadian, 11 qts.	0 40	1 00
Plums, Cal., per box	....	3 50
Apples, yellow transparent, 11 qts.	0 75	1 25
Cal. Bartlett Pears, box	....	4 75
Cal. Gravenstein Apples, box, all sizes	4 00	4 25
Grapes, Cal., Malaga, crate	....	4 00

Ont. Potatoes $3.50 Per Bag

Toronto.

VEGETABLES.—New Ontario potatoes are quoted at from $3.50 to $3.75 per bag. Jersey potatoes in 150-pound sacks are quoted at $7.25. Tomatoes have declined to 60 cents for a large basket. Kentucky onions in 100-pound sacks are quoted from $6.50 to $7. Carrots, beets, peppers, cucumbers and beans show little change from last week, holding at easy figures.

Beets, per doz.	....	0 35
Cabbage, per large crate	4 00	4 75
Do., 32-qt. crate	2 25	2 50
Carrots, per doz.	0 30	0 40
Can. Lettuce, doz.	0 50	0 75
Onions, Kentucky fine hard, 100-lb. sacks	6 50	7 00
Do., doz.	0 50	0 60
Parsley, per basket	....	1 00
Peppers, green, doz.	....	0 50
Do., sweet	....	1 00
Celery, doz.	0 45	0 50
Wax Beans, Can., 11-qt. basket	....	0 60
Do., 6-qt. basket	....	0 35
Cucumbers, 11-qt. basket	0 25	0 50
Potatoes—		
Jersey, 150-lbs. sacks, No. 1s	....	7 25
Ontarios, 90-lb. bags	3 50	3 75
Turnips, doz.	0 30	0 40
Marrows, basket	....	0 50
Tomatoes, 11-qt. basket	....	0 60
Can. Corn, doz.	0 20	0 25
Eg gplant, 11-qt. basket	1 25	1 50

Flour Steady; Demand Active

Toronto.

FLOUR.—The market for flour is steady, with demand active. New Ontario winter wheat flour is now coming on the market. Supplies of Manitoba flour are becoming light. Prices to the trade remain unchanged.

Flour—
Government standard, 74 per cent. extraction.

Ontario winter wheat flour, in carload shipments, on track, in cotton bags	....	11 15
In jute bags	....	11 00

Heavy Inquiry For Bran and Shorts

Toronto.

MILL FEEDS.—There is such a heavy demand for millfeeds, both bran and shorts, that the average mill couldn't begin to supply it. Prices are very firm at unchanged figures.

	In carlots, track
Bran, per ton	42 00
Shorts, per ton	44 00

owing to the sugar situation and the increased cost of labor.

Confectionery has not changed in price for some time and jobbers expect a sharp advance anytime.

Expect Heavy Buying On Strong Market

Winnipeg.

TEA.—Market very strong. There is considerable movement on the primary markets.

There has been an increased rupee exchange, which will cause an advance of almost 2c per lb.; also the higher shipping rate to go into effect Oct. 1st of $5.00 per ton. Space on incoming vessels is impossible to get at present and is not promised before Oct. 15th, even then in very small quantities.

Tea stocks are fast becoming depleted and very heavy buying is looked for by the jobbers and brokers in the next two weeks.

Expect Coffee to Go Still Higher

Winnipeg.

COFFEE.—Coffee continues to be on the upward path. Very high prices are looked for this fall. One large importer states that he firmly believes coffee will cost the consumer from 80 to 90c per lb. this winter.

All milder grades have advanced; also a slight advance in Santos. Rio only is a little weaker.

Santos, old crop, per lb.	....	0 42
Bourbon, per lb.	....	0 43
Costa Rica, per lb.	....	....
Maracaibo, per lb.	....	0 46
Mexican, per lb.	....	0 46

WINNIPEG MARKETS

WINNIPEG, Aug. 16—There is a very firm feeling noticeable in the market this week and there are indications of probable advances in various lines. The sugar situation is reported to be serious, many wholesalers, despite the Cost of Living Commissioner's report of the substantial holdings in wholesalers' hands, having only a fraction of their requirements. The announcement that sugar is being despatched in large quantities from the Eastern refineries is welcome news.

Canned Vegetables Probably Higher

Winnipeg.

CANNED VEGETABLES.—Prospects for tomatoes and corn pack are looked upon as very favorable.

The opening prices on other varieties are very much higher than last season's pack, with deliveries considerably below that of last year. Standard grades are only 40 per cent. deliveries, and the better grades 75 per cent.

Canned Fruits Show Good Delivery

Winnipeg.

CANNED FRUITS.—New prices on strawberries and raspberries have been named and are very high. Deliveries, 100 per cent. strawberries. Deliveries, 70 per cent. raspberries.

B. C. Apples Of Record Quality

Winnipeg.

APPLES.—It is generally expected that opening prices on box apples, both early fall and winter varieties, will be somewhat higher than a year ago. The strong demand is expected to cause the opening prices to go higher.

British Columbia apples are reported to be better in quality and grade than last season.

The Okanagan expects to ship the best quality fruit this fall that has ever come out of that valley.

Sharp Advance Expected All Confectionery Lines

Winnipeg.

CONFECTIONERY. — Confectionery prices are expected to advance any time,

Sockeye and Cohoe Very Light Pack

Winnipeg.

SALMON.—British Columbia packers have just named opening prices to-day. The prices are closely in line with those expected by the jobbers here. Sockeye pack is light, 25 per cent. below expectations. Cohoe and pinks are 50 per cent. below expectations. However, this is expected to improve as the pack is not yet completed.

Packers claim they are offering to the Canadian trade salmon at much less than they are offered for export.

Sockeye salmon is expected to be bought up quickly, as the demand is exceptionally keen, both at home and abroad.

Better Grade Rice Almost Unobtainable

Winnipeg.

RICE.—Many qualities of the better grades are unobtainable at any price. No. 1 Japan is being offered in very small quantities at the coast at $300.00 per ton.

China rice is practically all cleaned up at much higher prices. The same can be said about Siam. They are asking $250.00 per ton at the coast.

The market here is a little under that

(Continued on page 49)

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Aug. 19.—Ordinary cornmeal is now quoted at from $4.50 to $4.75 in bags. New Brunswick cheese is selling at from 27 to 28 cents per pound, and Ontario cheese at the same figure. Eggs are 54 and 55 cents per dozen. Dairy butter is 45 cents per pound, and tub butter 43 cents. Standard peaches are $7.40 per case, and gallon apples are still available at $5 per dozen. Breakfast bacon is two cents lower at from 48 to 50 cents, and new potatoes are quoted at from $4 to $4.25 per barrel.

Flour, No. 1 patents, bbls., Man.	....	$12 50
Cornmeal, gran., bags	6 25	6 35
Cornmeal, ordinary, bags	4 50	4 75
Rolled oats	....	12 00
Rice, Siam, per 100 lbs.	13 75	14 00
Molasses	0 88	0 89
Sugar—		
Standard, granulated	....	10 05
No. 1, yellow	....	9 55
Cheese, New Brunswick	0 27	0 28
Cheese, Ont., twins	0 30	0 31
Eggs, fresh, doz.	0 60	0 65
Eggs, case	0 54	0 55
Breakfast bacon	0 48	0 50
Butter, creamery, per lb.	....	0 55
Butter, dairy, per lb.	....	0 45
Butter, tub	....	0 43
Lard, pure, lb.	0 40½	0 41
Lard, compound	0 35	0 35½
American clear pork	70 00	77 00
Beef, corned, 1s	4 55	4 90
Tomatoes, 2½s, standard case	....	4 90
Raspberries, 2s Ont., case	....	4 90
Peaches, 2s, standard case	....	7 40
Corn, 2s, standard case	....	4 70
Peas, standard case	4 20	5 00
Apples, gal., N.B., doz.	....	5 00
Strawberries, 2s, Ont., case	....	8 20
Salmon, Red, spring, cases	....	....
Pinks	11 00	11 50
Cohoes	14 50	15 00
Chums	....	8 50
Evaporated apples, per lb.	....	0 24
Peaches, per lb.	....	....
Potatoes—		
Natives, per bbl.	3 00	3 50
Onions, American, cwt.	....	6 00
Do., Canadian	....	6 00
New Potatoes, barrel	4 00	4 25
Lemons, Cal.	8 00	8 50
Pears, Cal., box	5 50	6 00
Plums, Cal., crate	4 00	4 50
Oranges, Cal., case	7 50	8 00
Grapefruit, Cal., case	12 00	14 00
Apples, Cal., Gravensteins	....	4 50
Peaches, Cal., box	....	2 50
Bananas, per lb.	0 09	0 10

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Aug. 19.—The sugar situation is unchanged. Efforts to locate the sugar reported coming west have so far been unavailing. In the meantime the effect on the fruit market has been to ease off prices. Prunes, crab apples and other lines show a tendency to decline. Tomatoes are lower. Jobbers' prices are $2.75 for 20 pounds. New potatoes show a decline of $2.00 per bushel. Ten days ago they were quoted at $3.00. To-day's jobbers' price is $1.00. Beans are about seven cents per pound.

Beans, small white Japans, bu.	....	4 50
Beans, Lima, per lb.	....	0 12½
Rolled oats, brails	....	3 86
Puffed Rice, case	....	5 25
Rice, Siam, cwt.	....	14 00
Sago, lb.	....	0 11¾
Tapioca, lb.	....	0 11¼
Sugar, pure cane, gran., cwt.	....	10 99
Cheese, No. 1, Ontario, large	....	0 34¼
Butter, Creamery	....	0 58
Crisco	12 70	13 35
Lard, pure, 3s, per case	....	21 60
Bacon, lb.	....	0 47
Eggs, new-laid	....	0 31
Tomatoes, 3s, standard, case	....	4 00
Corn, 2s, standard case	....	4 85
Peas, 2s, standard case	....	3 45
Apples, gal., Ontario	....	2 85
Apples, evaporated, per lb.	....	0 18½
Strawberries, 2s, Ont., case	....	8 50
Raspberries, 2s, Ont., case	....	8 70
Peaches, 2s, Ontario, case	....	5 50
Plums, 2s, case	....	4 00
Salmon, finest Sockeye, tall, case	....	....
Salmon, pink, tall, case	....	10 25
Pork, American clear, per bbl.	....	41 00
Peaches, Cal.	....	2 75
Apples	....	4 50
Washington yellow transparents, 2 lbs.	....	0 36
Tomatoes, 20 lbs.	....	2 75
Cucumbers, doz.	....	3 00
New potatoes, bushel	....	1 00

Alberta Markets

FROM CALGARY, BY WIRE.

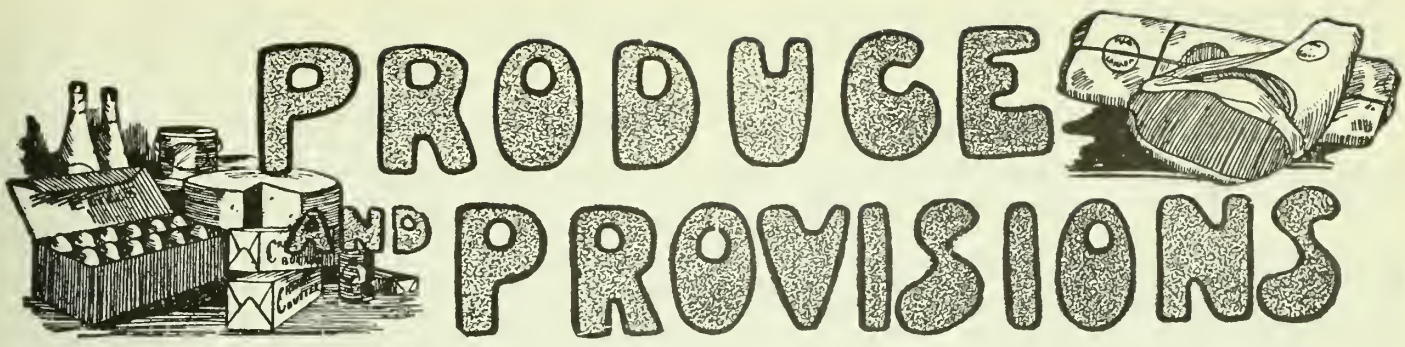
Calgary, Alta., Aug. 19.—Siam rice is selling at from 12 to 15 cents and No. 1 Japan at from 17 to 18 cents. Whole dried green peas are firmer at 11 cents. Cheese quotations are mostly 32 cents, with offerings at 30 cents to arrive soon. Tapioca and sago are now 14 cents. Eggs are selling at from $15.50 to $16.50. Dairy butter is selling at from 40 to 42 cents. No evaporated apricots are being offered. Peaches 30 cents. There are a few fifty-sixty prunes to be had at 28 cents. No other sizes are available. A drop in lard is expected. Rolled oats are $4.50 per case. Oranges are $7.75. Canteloupes are $6.50. The raspberry season is over. Tomatoes, 2½s, are $4.60.

Beans, Limas	0 12	0 15
Beans, B.C.	7 00	7 50
Flour, 98s, per bbl.	....	10 60
Rolled oats, 80s	....	4 50
Rice, Siam, cwt.	12 00	15 00
Japan, No. 1	17 00	18 00
Tapioca, lb.	....	0 14
Sago, lb.	....	0 14
Sugar, pure cane, granulated, cwt	....	11 02
Cheese, No. 1, Ontario, large	0 30	0 32
Butter, creamery, lb.	0 55	0 59
Do., dairy, lb.	0 40	0 42
Lard, pure, 3s, per case	22 50	22 80
Eggs, new-laid, local	15 50	16 50
Tomatoes, 2½s, standard, case	....	4 60
Corn, 2s, case	4 80	5 00
Peas, 2s, standard case	3 40	3 50
Strawberries, 2s, Ontario, case	8 10	8 75
Raspberries, 2s, Ontario, case	9 00	9 50
Cherries, 2s, red, pitted	....	11 50
Apples, evaporated	0 24	0 25
Do., 25s, lb.	....	0 23
Apricots, evaporated, lb.	0 26	0 29
Peaches, evaporated, lb.	....	0 30
Prunes, 90-100s	....	....
Do., 40-50s	....	....
Do., 50-60s	....	0 28
Salmon, pink tall, case	9 00	10 25
Salmon, Sockeye, tall, case	....	....
Do., halves	18 00	19 00
Potatoes, per ton	35 00	38 00
Oranges	....	7 75
Lemons	9 00	9 50
Grapefruit	....	7 00
Canteloupes, crate	....	6 50
B.C. Raspberries	4 75	5 00

A World Shortage of Rice

Heavy Demands Will be Made on Producing Countries, With Little or No Rice Being Offered From Japan—High Prices Will Prevail

LARGE importers of rice stated to CANADIAN GROCER this week that all advices pointed to a world shortage in rice this coming year. The fact that Japanese rices are not being shipped out of the country, because of an existing embargo, has created an abnormal demand for the crops of other producing countries. The crop in Japan this year was a partial failure, and as rice is a staple there, the Government took precautions to conserve the supply for domestic account. As far as production in other countries is concerned, it is not a question of crop failure or such like, but the demand is so great that supplies will not be sufficient to meet it. Producers, too, because of the likelihood of a world shortage, are holding out for strong prices. Just as an example of the high prices that are likely to prevail, an importer told CANADIAN GROCER that the opening quotation on Honduras fancy rice was 14¾ cents, f.o.b., New Orleans. This rice is now ready for shipment, but this importer stated that the figure asked was much too high to interest buyers. Prices on spot are now ruling higher than ever before, and all indications point to even higher levels on rices that will be bought from now on. Stocks among wholesalers are not heavy, and there is increasing difficulty being experienced, in buying at anything like reasonable prices.



Egg Production Improves

Report of Department of Agriculture Shows Considerably Improved Production, Though Quality is Not of Best—Little Poultry Moving—Some Export Figures

EGG production generally through the country is reported to be increasing, according to the Department of Agriculture reports, and quality much improved since the hens have been able to pick up the loose grain from harvesting. Toronto and Montreal have received a number of cars from the Prairie Provinces and from the United States. Some of the Western eggs are very poor quality, and some of the recent arrivals from the United States have also been very disappointing in quality. These, with the increasing receipts of local eggs have had a depressing effect on the market, particularly for the lower grades, which have been very difficult to move, even at considerable concessions in price. It is not likely many more Americans will be imported for the present as with the lower prices now prevailing at local country points and the lower exchange rates on Canadian currency in the United States, it will be difficult to import at a cost laid down to meet the price of the home product. Dealers claimed to be buying at 48c f.o.b. country points the end of last week. Consumption continues good but it may be adversely affected by the quality of considerable of the Western and United States eggs.

Little Dressed Poultry Moving

In regard to poultry, receipts of broilers and spring ducks showed a material increase for the week, for which the market dropped several cents. Other varieties remained about the same. Very little dressed poultry is coming, the arrivals consisting almost entirely of live birds. There is still some storage poultry left. This consists mainly of roasting chickens and turkeys, which are moving at unchanged prices.

The United States poultry markets were firmer for live and fresh dressed, New York prices ranging from 38 to 40 cents for live fowl. Broilers were more plentiful and inclined to weakness. Frozen poultry is reported dull, especially broilers, which are being pushed for sale at reduced prices.

In regard to the export movement, the receipts at the Port of Montreal were as follows:

	Butter Pkgs.	Cheese Boxes.
Week ending Aug. 2, 1919.	19,714	84,654
Week ending Aug. 3, 1918.	17,996	79,926
From May 1 to Aug. 2, 1919	226,585	769,082
From May 1 to Aug. 3, 1918	216,442	867,724

This is a fairly heavy decline in receipts, while overseas movement of cheese continues to be heavy. The figures are as follows:

	Butter Pkgs.	Cheese Boxes.
Week ending Aug. 2, 1919.	791	52,777
From May 1 to Aug. 2, 1919	14,467	609,243

MILK PRODUCERS MAY HAVE SELLING AGENCY

Reorganization of the Montreal Milk Shippers' Association to improve marketing and distribution of milk, to regulate prices, and bring about co-operation among shippers, was recommended at a meeting held in Freeman's Hotel. A committee named in April to draw up some scheme reported in these terms. It was suggested that the price of milk to customers be fixed by negotiation rather than by dictation.

Co-operative selling was also suggested in the report, a selling agency to be established in Montreal, the plan being to incorporate and make each shipper a shareholder.

Prof. H. Barton, of Macdonald College, in presenting the report, said that farmers as well as other business people must be able to make out a good case before the public, and in many instances they had not taken the trouble to do this, it being one of the greatest weaknesses of farmer organizations. Further, that at the present time the milk producers of Montreal are not in a position to state their case authoritatively until they had investigated the subject from every angle.

While the committee appointed had made a thorough investigation of conditions covering the production, sale and distribution of milk in Toronto and New York

Cutting Up a Wiltshire Side

The Way in Which a Side of Bacon Should Be Cut Up That It May Be Retailed to the Best Advantage

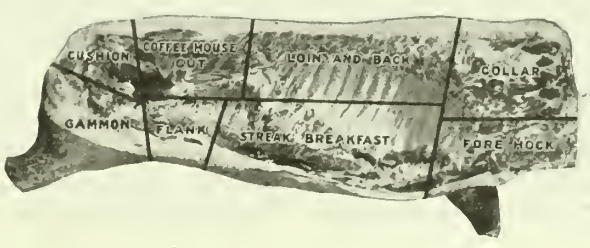
From "The Packer," published by the William Davies Co.

HEREWITH is given a useful chart showing how a side of Wiltshire bacon should be divided in order to retail to the best advantage.

"Wiltshire" is an unusually mild-cured bacon, very popular in the Old Country and highly esteemed in thousands of Canadian homes to-day on account of its sweet and natural flavor and juicy tenderness. The sides are specially selected for thickness of lean meat with a light covering of fat—the product of choice, lean, bacon hogs.

The retail cuts are as follows:

The Collar.—The upper part of the shoulder, consisting principally of lean meat. No bone. This is an inexpensive cut, mostly used for boiling, and occasionally fried.



The Hock.—The lower part of the shoulder, containing the hock bone, shoulder bone and about two ribs. An inexpensive cut, used amost exclusively for boiling.

Loin and Back.—A fairly lean cut and regarded as one of the choicest parts of the side. Used for frying.

Streak Breakfast.—The under portion of the hog, consisting of "streaky" bacon and containing the lower end of the rib bones. Used for frying.

Coffee House Cut.—The part between the loin and gammon. A choice cut, mostly lean meat and used for frying.

Flank.—The part between the gammon and the "breakfast" cut. Fairly fat and used for frying and boiling.

Cushion.—The corner of

the gammon. Contains a fair proportion of fat and is generally used for boiling.

Gammon.—The hind leg or ham, including the round bone and the hock bone. The thick part of the ham is generally sliced for frying and the shank end used for boiling. Consists chiefly of lean meat.

Education Essential in Fish Selling

Consumer Apathetic Toward Some Varieties is One Great Reason for High Costs

UNTIL the consumer appreciates the imperative need of purchasing the less expensive varieties of fish, this wholesome food will continue to be high in price—that is the higher-priced varieties. At least this is the opinion of J. A. Paulhus, second vice-president of the Canadian Fisheries Association, and this subject is one which Mr. Paulhus has carefully considered and upon which he has meditated carefully for some time.

The public thinks it must have the higher-priced varieties of fish and continue to demand them. Of course the dealer does not need to care, for he may as well sell the customer the higher-priced fish if the higher-priced it will have, but, in the long run, it does not pay the dealer any more profit, and it certainly requires that the consumer pay through the nose good and plenty for what he buys. It is the consumer's fault, Mr. Paulhus says, and his contentions are logical and clearly set forth.

How It Works Out

Some grades of fish have been popularized greatly. Among these are halibut, salmon, lobsters, etc., all good food. The supplies come to hand and are rather quickly absorbed. But, in many communities everybody wants these varieties and will take nothing else. There is a great demand, frequently taxing the available quantities to the very limit. The results are easily understood. Of rather limited proportions, the catches of these fish are not sufficient to meet all demands and there is but one result—a boosting of prices to high levels.

This condition may be easily corrected, Mr. Paulhus maintains. There are many varieties of excellent fish which the public would find most wholesome and very tasty. They would be quite as nutritious, their preparation would be quite as simple, and if the same care was taken as with other varieties the strong probabilities are that the enjoyment of the user would be quite as great. Sentiment has played an important role in the selection of fish at the fish market or stall, and education alone will correct the evil of thinking that high-cost fish is that much better.

The Grocer Can Help

In assisting the work already begun by the Government and in helping to popularize fish, the grocer can be a considerable factor. He has a nopportunity of suggesting wholesome kinds of fish. Met with arguments to the contrary, he may be able in an inoffensive manner to point out where cod or haddock, for instance, at 7c to 10c per pound is economical food of the very best value. In many cases it has been nothing but prejudice—and prejudice for which there is no legitimate reason or argument, which has caused many customers to pass some varieties of fish up for others. The advertisements of some of the most successful fish dealers in Canada have pointed to the excellent food properties of inexpensive fish and have followed this up by making suggestions for its appetizing preparation. That is good business.

One of the first requisites demanded in the successful selling of fish is that of maintaining fresh supplies. Now that transportation has been so greatly improved, the grocer can arrange with his fish wholesaler to send him regular supplies. Refrigerated cars carry this from the large producing centres to the bigger distributing points. From here it is reshipped in crushed ice.

Must Maintain Freshness

It is easier to say that freshness must be maintained than to maintain it, but determined effort will accomplish this. Crushed ice must be used freely. The fish must be covered with ice and accumulated slime and foreign matter removed and kept out of the ice chest. This done, the disagreeable odors will be controllable. Fix your window up and arrange a plan whereby the fresh fish can be appetizingly displayed. Have at least two fish days weekly and advertise generously to your trade that the most wholesome fish will be ready for them on Tuesdays and Fridays, or on any days best suited to the transportation facilities at your disposal. Then, through the employment of fresh vegetables as a help in displaying, make this showing of fish so attractive as to really create an appetite for some of your newly-arrived fish. Is it any wonder that many people have been steered away from purchasing fish when many towns and cities have most disreputable purchasing stalls, abundant with flies and evil smells? This naturally must be corrected.

Selling will have to be conducted energetically. It will require initiative to evolve plans. Supplies will have to be brought in regularly. They will then have to be disposed of quickly. And, quite as important as anything else, the grocer will stand in his community as the link necessary in popularizing the use of fish—of moderately-priced fish. He will build up a larger weekly turnover and will also help in the expansion of Canadian fisheries. And, in the last analysis, he will have helped in the reduction of living costs through the adoption by the consuming public, gradually, of a food that is within their reach from the standpoint of outlay.

FOOLING HENS INCREASES EGG SUPPLY

Prof. T. R. Johnson, of Purdue University, after elaborate experiments, has discovered that art can beat nature in the matter of producing eggs. By the use of electric lights in the experimental hen houses, the biddies have been made to materially increase their laying. According to the report, two pens of thirty-five white leghorn hens are being fed the same ration. The chickens are as near alike as possible and have practically the same laying abilities. One lot keeps good hours, rising and going to roost with the other chickens on the University farm. The other lot is being "kidded along" with an electric light, which burns from 6 o'clock in the morning until the light of day is at hand. The lights are turned on again about 4 o'clock and allowed to run until about 9 o'clock in the evening. This causes the chickens to rise earlier and work later.

The experiment started November 1st, and in the first thirty days the birds in the lighted pen produced 503 eggs, while the short day advocates laid only 352 eggs. Thanksgiving Day the lighted pen yielded twenty-eight eggs and the unlighted only sixteen. A pen of twenty-five barred rocks responded to the electric lights within ten days. They were started November 18th, laying only five eggs that day; on November 27 they produced twenty eggs and have been going at that pace since.

The lighting costs 6½c a day per pen, or $1.95 for November. The increased egg production for that time, figuring the eggs worth only 5c apiece, meant $7.55, a profit of $5.60 for the month alone.

PROSPECTS FOR HIGHER PRICE IN FRUIT

Continued from page 25

The drop has been unusually heavy, particularly on early varieties. Conditions in the Georgian Bay district are somewhat more favorable.

British Columbia Also Has Record Crop

In B. C. apple sections there is a material improvement over the yield of last year, and the quality generally is reported to be the best that the province has known. In the Okanagan Valley it is expected that the crop will exceed last year's yield by 30 per cent., with Wealthy, Jonathan and McIntosh giving the best promise. In the Kootenay district there has been a heavy drop, due to the prolonged dry weather, but even considering this, it is estimated that the district will show an improvement of 15 per cent. over last year. On Vancouver Island the crop is reported to be from medium to good.

Even with the prospect of a heavy yield of apples, however, there is small likelihood of cheap prices. Labor for packing has gone up enormously, while the price of barrels is about four times what it was prior to the war. Many other expenses, too, have increased, and this in conjunction with a strong export demand to relieve the market will preclude the possibility of low prices.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Aug. 19—Produce markets are quite steady here this week and the changes of importance are those of declines for live and dressed hogs and some of the various cuts of these and also of cattle. The demand for pork, locally, is still very light. The influences in the States have probably had some effect on the local price situation, too. Cured meats are somewhat easier, hams in particular. Lard and shortening are unchanged. Butter is one cent higher this week. Eggs are very firm and the demand is on strictly high-grade stock, making a firmer undertone. Prices are lower on live poultry. The receipts of these are quite heavy and the buying has somewhat slackened, but there is good sale for dressed fowl and chickens. The fish markets are rather quiet and the tendency is easier on fresh and other varieties.

One-Fifty Decline On Hogs; Cattle Down

Montreal.

FRESH MEATS.—Lower prices are in evidence for hogs, live declining from $1 to $1.50 per cwt. during the week. There has been a corresponding lowering of prices for dressed, $32 per cwt. ruling now for 65-90 lbs. Various legs of pork are ruling easier, too, and the whole tendency has been that of a softening market, sales being limited at this season of the year.

Cattle markets have been easier too, declines of about one cent per lb. obtaining on steers and cow cuts, with whole carcase steers being quoted at around 14c. There is a fairly active market but tendencies are downward.

Hogs, live	22 00	23 00
Hogs, dressed—		
Abattoir killed, small (heads off), 65-90 lbs.	.....	32 00
Sows (heavy)	25 00	25 50
Fresh Pork—		
Leg of Pork (trimmed) (foot on)	0 33	0 40
Loins (trimmed)	....	0 44
Loins (untrimmed)	....	0 41
Spare ribs	0 25	0 26
Trimmed shoulders	0 29	0 32

Fresh Beef— (Cows)		(Steers)	
$0 20	$0 22	..Hind quarters..	$0 25 $0 26
....	0 12	..Front quarters..	0 14 0 15
....	0 27	..... Loins	.... 0 34
....	0 23	..... Ribs	.... 0 25
....	0 12	.... Chucks	.... 0 14
....	0 18	..... Hips	.... 0 22

Calves (as per grade)	0 22	0 25
Lambs, 25-40 lbs. (whole carcass), lb.	0 20	0 25
No. 1 Mutton (whole carcass), lb.	....	0 20

Hams Now Easier Pork May Lower

Montreal.

CURED MEATS.—There has been quite an active demand for hams and bacon, and this has been a factor in steadying the price basis. A reduction of about one cent per lb. has been made, however, on cured hams, but there is little reflection of the lower hog markets in barelled pork. This will very probably come in the immediate future, and more favorable prices should be immediately available. Bacon has been in active export demand, and this has sold at good prices, so that there has been no great tendency to softening. If pork stays down there may be reductions for bacon.

Hams—		
Medium, smoked, per lb.— (Weights), 12-14 lbs.	....	0 47
14-20 lbs.	....	0 46
25-35 lbs.	....	0 42
20-25 lbs.	....	0 40
Over 35 lbs.	....	0 38
Backs—		
Plain (as to trimming)	0 53	0 57
Breakfast, per lb. (as to qual.)	0 44	0 50
Rolls, per lb.	....	0 40
Dry Salt Meats—		
Long clear bacon	0 34	0 34½
Barrel Pork—		
Canadian short cut (bbl.) 30-40 pieces	....	65 50
Clear fat backs (bbl.) (40-50 pieces	....	70 50
Heavy mess pork (bbl.)	....	56 00
pieces	....	70 50
(60-80 pieces)	....	56 00

Cooked and Jellied Meats Have a Market

Montreal.

COOKED MEATS.—While there is a sale for various cooked and jellied meats, quite up to the average of the season, there has been little change in the price basis. Summer resort trade is still clamoring for supplies, and there is quite a steady outgo from week to week. Cooked hams are ruling a trifle easier.

Head Cheese	0 13	0 15
Choice jellied ox tongue	....	0 70
Jellied pork tongues	....	0 48
Ham and tongue, lb.	....	0 32
Veal and tongue	....	0 [illegible]
Hams, roast	....	0 65
Hams, cooked	....	0 65
Shoulders, roast	....	0 60
Shoulders, boiled	....	0 60
Pork pies (doz.)	....	0 85
Blood pudding, lb.	....	0 12

Heavy Export Sales Make Lard Very Firm

Montreal.

LARD.—Despite the easing of pork prices, there has been a large demand for lard from export sources, so that the price has held steadily without reduction. There is a fair local demand, too. It is probable that prices may be somewhat reduced if the position of live and dressed hogs continues on the lower levels now obtaining.

LARD, pure—		
Tierces, 400 lbs., per lb.	....	0 37½
Tubs, 50 lbs., per lb.	....	0 38
Pails, 20 lbs., per lb.	....	0 38¼
Bricks, 1 lb., per lb.	....	0 39

Just Fair Demand For Shortening

Montreal.

SHORTENING.—Very little feature has developed in this market. There is a routine amount of business, but beyond this not a great deal new is apparent. The supplies are none too large, but are perhaps ample for present needs.

SHORTENING—		
Tierces, 400 lbs., per lb.	0 31	0 31¼
Tubs, 50 lbs., per lb.	0 31½	0 31¾
Pails, 20 lbs., per lb.	0 31¾	0 32
Bricks, 1 lb., per lb.	0 33	0 34

While Moderate Seller Margarine Holds Firm

Montreal.

MARGARINE.—While there is not a large demand for margarine, the sales are steady each week. Exchange rates have served to firm the basis on such grades as come in from the States and no weakness is apparent here in the undertone.

MARGARINE—		
Prints, according to quality, lb.	0 37	0 39
Tubs, according to quality, lb.	0 34	0 36

One Cent Higher Is Best Butter

Montreal.

BUTTER.—In view of the fact that the produce men have been compelled to pay increasing prices for their supplies of butter, the basis has advanced one cent. The market is quite firm, the buying active, and the receipts fair. It is questionable if much lower prices will prevail, with the farmer able to get a good price for his milk for cheese.

BUTTER—		
Creamery prints, fresh made..	....	0 57
Creamery solids, fresh made...	....	0 56
Dairy prints	0 46	0 49
Dairy, in tubs, choice..	0 45	0 48

Cheese Basis Held With Much Exported

Montreal.

CHEESE.—With the basis for cheese held unchanged, the export tonnage from week to week is quite considerable and large shipments are moving outward. The local demand is a seasonable one, too. Recepits to date, this year, show that the shipment to the Port of Montreal is less than it was last season to the extent of over 105,000 boxes.

CHEESE—		
New, large, per lb.	....	0 28
Twins, per lb.	....	0 28
Triplets, per lb.	....	0 28
Stilton, per lb.	....	0 34
Fancy, old cheese, per lb.	....	0 32

Eggs Receipts Big But Export Heavy

Montreal.

EGGS.—While there has been quite a considerable quantity of eggs coming to hand here of late, the heavy demand from the consumer has been for choice stock. This has tended to keep prices

high, select stock having to take the brunt of this excessive demand, and as a consequence prices are high, and somewhat firmer than they were a week ago. It should also be borne in mind that, while the receipts here have been decidedly large, much of the product has gone right through to the Old Country. The export is said to be very heavy.

EGGS—		
No. 2	....	0 45
No. 1	....	0 51
Selects	....	0 58
New laids	....	0 64

Fowl Buying Prices Have Been Reduced

Montreal.

POULTRY.—In view of the fact that buyers are erratic in their wishes, and leaving the market somewhat uncertain, buying prices being paid by the produce men have been lowered considerably. There also has been a big increase in the receipts, and this is one reason for the lower prices offered to the producer. Dressed selling prices are, as yet, unchanged.

POULTRY (dressed)—	(Selling Prices)	
Chickens, roast (3-5 lbs.)	0 40	0 41
Chickens, roast (milk fed)	0 45	0 46
Broilers (3-4 lb. pr.)	0 44	0 47
Ducks—		
Brome Lake (milk fed green)	....	0 46
Young Domestic	0 38	0 40
Turkeys (old toms), lb.	....	0 49
Turkeys (young)	....	0 50
Geese	0 30	0 31
Old fowls (large)	....	0 34
Old fowls (small)	....	0 30
POULTRY (live)—	(Buying Prices)	
Live—Old fowl	0 23	0 28
Roosters	....	0 18
Turkeys	....	0 40
Broilers	0 28	0 32

Trifle Easier is One Kind Salmon

Montreal.

FISH.—There is a somewhat lower basis this week for Gaspe salmon, the prices being from 35-40c per lb. Fresh fish is a good seller to the summer resort trade, and the movement has been on for some time. Some enquiry has been also made for salt and pickled varieties, but the sale of frozen fish is light. Packers are now looking ahead to the opening of the oyster season next month.

FRESH FISH		
Carp, per lb.	0 11	0 12
Dore	....	0 22
Eels, lb.	....	0 12
Bullheads (dressed)	....	0 15
Gaspereaux, each	....	0 08
Haddies	0 12	0 13
Fillet Haddies	....	0 20
Haddock	0 08	0 09
Halibut, Eastern	0 24	0 24
Halibut, Western	0 23	0 24
Steak, cod	0 10	0 12
Market cod	0 07	0 08
Flounders	0 07	0 09
Prawns	....	0 40
Pike, per lb.	....	0 14
Live lobsters	....	0 45
Boiled lobsters	....	....
Salmon (B.C.), per lb., Red	0 28	0 30
Salmon, Gaspe	0 35	0 40
Shad	....	0 20
Skate	....	0 07
Lake Trout	0 19	0 20
Mackerel	....	0 18
Shrimps	0 35	0 40
Whitefish	0 17	0 18
Trout, brook	0 35	0 40
FROZEN FISH		
Gaspereaux, per lb.	0 06½	0 07
Halibut, large and chicken	0 19	0 20
Halibut, Western	0 20	0 21
Halibut, medium	0 21	0 22
Haddock	0 06½	0 07
Mackerel	0 14	0 15
Dore	0 14	0 15
Smelts, No. 1, per lb.	0 12	0 13
Smelts, No. 2, per lb.	0 07	0 08
Pike, Headless and Dressed	0 10	0 11
Market Cod	....	0 05½
Whitefish, small	0 11	0 12
Sea Herrings	0 07½	0 08
Steak Cod	0 08	0 08½
Gaspe Salmon, per lb.	0 24	0 25
Salmon Cohoes, round	0 17½	0 18
Salmon, Qualla, Hd. and Dd.	0 13	0 14
Whitefish	0 15	0 16
Smelts, extra large	....	0 22
Lake Trout	0 19	0 20
Lake Herrings, bag, 100 lbs.	....	6 00
Alewires	0 05½	0 06
SALTED FISH		
Codfish—		
Codfish, large bbl., 200 lbs.	....	21 00
Codfish, No. 1, medium, bbl., 200 lbs.	....	20 00
Codfish, No. 2, 200 lb. barrel	....	18 00
Pollock, No. 1, 200 lb. barrel	....	15 00
Codfish, strip boneless (30-lb. boxes), lb.	....	0 20
Codfish (boneless) (24 1-lb. cartons)		0 20
Codfish (Ivory) (2-lb. blocks, 20-lb. bx)		0 18
Boneless cod (2-lb.)	....	0 23
Shredded codfish (12-lb. box)	2 40	2 50
Dried codfish 100-lb. bbl.)	....	13 00
PICKLED FISH		
Herrings (Scotch cured), barrel, 11 2's		12 00
Scotia, barrel	....	12 00
Do., half barrel	....	6 25
Mackerel, barrel	....	34 00
Salmon, Labrador (200 lbs.)	....	26 00
Salmon, B.C. (200 lbs.)	....	24 50
Sea Trout (200-lb. bbls.)	....	25 00
Turbot (200 lbs.)	....	17 00
Codfish, tongues and sound, lb.	....	0 15
Eels, lb.	0 16	0 17
SMOKED FISH		
Haddies, BXs, per lb.	0 12	0 13
Fillets	....	0 18
Bloaters, box	....	2 00
Kippers	....	2 25
OYSTERS		
Cape Cod, per barrel	....	16 00
Batouche, per barrel		15 00
Scallops, gallon	....	4 50
Can No. 1 (Solids)	....	2 50
Can No. 3 (Solids)	....	7 50
Can No. 5 (Solids)	....	12 50
Can No. 1 (Selects)	2 50	3 00
Can No. 3 (Selects)	....	9 00
SUNDRIES		
Paper Oyster Pails, ⅛ per 100		1 75
Crushed Oysters Shell, 100-lbs.		$1 60
Paper Oyster Pails, ¼-lb. per 100		2 25

ONTARIO MARKETS

TORONTO, Aug. 22—Packers are bidding lower again this week for live hogs, and price tendencies in the hog market are towards weaker levels. Quotations in pork products are generally steady with a week ago, the declines in the market for live hogs not yet being reflected in the prices of lard, provisions, etc. Cheese is holding at easy figures and butter and eggs are firm. Fresh poultry is arriving more abundantly.

Fresh Meats Are Selling Easier

Toronto.

FRESH MEATS.—Fresh meats are ruling fairly easy. Live hogs are selling at easier figures on the basis of $22.25 f.o.b., and the tendency is towards even lower prices. Fresh legs of pork, up to 18 pounds, are selling at 41 and 42 cents, and loins of pork at 42 and 43 cents. Quotations on fresh beef are easier, too. Hind quarters of beef range all the way from 15 to 26 cents per pound, and front quarters from 10 to 14 cents. Calves are selling at from 23 to 30 cents, and spring lamb is from 27 to 28 cents per pound.

Hogs—	FRESH MEATS	
Dressed, 70-100 lbs., per cwt.	....	$30 00
Live, on cars, per cwt.	....	22 75
Live, fed and watered, per cwt.	....	23 25
Live, f.o.b., per cwt.	....	22 25
Fresh Pork—		
Legs of pork, up to 18 lbs.	0 41	0 42
Loins of pork, lb.	....	....
Tenderloins, lb.	....	0 46
Spare ribs, lb.	0 14	0 15
Picnics, lb.	0 34	0 34½
New York shoulders, lb.	0 32	0 34
Montreal shoulders, lb.	0 32	0 34½
Boston butts, lb.	....	0 35
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 15	0 26
Front quarters, lb.	0 10	0 14
Ribs, lb.	0 15	0 26
Chucks, lb.	0 08	0 14
Loins, whole, lb.	....	0 30
Hips, lb.	0 18	0 24
Cow beef quotations about 2c per lb. below above quotations.		
Calves, lb.	0 23	0 30
Lambs, whole, lb.	....	0 20
Spring lamb	0 27	0 28
Sheep, whole, lb.	0 12	0 16

Above prices subject to daily fluctuations of the market.

Hams and Bacon At Steady Figures

Toronto.

PROVISIONS.—Quotations on hams and bacon are steady, no changes being reported in comparison with last week. But the tendency is towards weaker levels. There is a brisk demand for both hams and bacon. The decline in the hog market last week is not yet reflected in the quotations on provisions. Dry salt meats and barrel pork are holding steady.

Hams—		
Medium	0 46	0 49
Large, per lb.	0 42	0 44
Backs—		
Skinned, rib in.	0 52	0 55
Boneless, per lb.	0 55	0 59
Bacon—		
Breakfast, ordinary, per lb.	0 48	0 51
Breakfast, fancy, per lb.	0 56	0 58
Roll, per lb.	0 40	0 41
Wiltshire (smoked sides), lb.	....	0 45
Dry Salt Meats—		
Long, clear bacon, av. 50-70 lbs.	0 34	0 35
Do., av. 70-90 lbs.	....	0 31
Fat backs, 16-20 lbs.	0 33	0 36
Out of pickle, pricea range about 2c per pound below corresponding cuts above.		
Barrel Pork—		
Mess pork, 200 lbs.	55 00	56 00
Short cut backs, bbl., 200 lbs.	....	66 00
Pickled rolls, bbl., 200 lbs.,—		
Heavy	58 00	60 00
Lightweight	....	64 00

Above prices subject to daily fluctuations of the market.

Active Inquiry For Cooked Meats

Toronto.

COOKED MEATS.—There is a very active inquiry for all cooked meats, and the demand is maintaining prices at high levels. Both boiled and roast hams are selling at from 65 to 66 cents per pound. Roast shoulders are selling at from 53 to 54 cents per pound. Choice jellied ox tongue is selling at 70 cents per pound.

Boiled hams, lb.	0 65	0 66
Hams, roast, without dressing, lb.	0 65	0 66
Shoulders, roast, without dressing, per lb.	0 53	0 54
Head Cheese, 6s, lb.	0 14	0 15
Meat Loaf with Macaroni and		

Cheese, lb.	....	0 27
Choice jellied ox tongue, lb.	....	0 70
Pork and Tongue, lb.	....	0 35

Above prices subject to daily fluctuations of the market.

Butter Market Continues Firm

Toronto.

BUTTER.—The butter market is strong at unchanged figures. Dealers are paying 53 cents per pound for prints and 52 cents for solids. The prints are selling to the trade at from 55 to 56 cents.

Creamery prints (fresh made)	0 55	0 56
Creamery solids (fresh made)	0 54	0 55
Dairy prts., fresh separator, lb.	0 47	0 48
Dairy prints, No. 1, lb.	....	0 45

New-laid Eggs Arriving Freely

Toronto.

EGGS.—There is a very steady demand for eggs, and the production is fairly heavy. Dealers are buying them at 49 cents per dozen in the country. New-laids, in cartons, are selling at from 58 to 60 cents, and number ones at from 54 to 55 cents.

Eggs—		
New laids, in cartons, doz.	0 58	0 60
New laids, doz.	0 54	0 55

Prices shown are subject to daily fluctuations of the market.

Cheese Prices Ruling Easy

Toronto.

CHEESE.—The cheese market is unchanged. There is a demand for colored cheese just now, and, of course, a large proportion of the white cheese is selling for export, on the basis of Montreal delivery at 25 cents. Dealers are paying 26 cents for the colored cheese. Large cheese are selling to the trade at 28 cents, and New Stiltons at 29 cents.

Cheese—		
Large	....	0 28
Stilton (new)	....	0 29

Twins ½c lb. higher than large cheese. Triplets 1½c higher than large cheese.

Margarine Prices Are Firmer

Toronto.

MARGARINE.—There is a fairly good demand for margarine these days. The number one pound prints are slightly firmer, at from 36 to 37 cents. Other grades are steady.

Margarine—		
1-lb. prints, No. 1	0 36	0 37
Do., No. 2	0 32	0 34
Do., No. 3	0 28	0 29

Solids 1c per lb. less than prints.

Lard Has a Brisk Demand

Toronto.

LARD.—Lard is holding strong at 37 and 37½ cents per pound, tierce basis. There is a brisk demand for lard, and the strength of the market for all pork products finds lard no exception.

Lard, tierces, 400 lbs., lb.	0 37	0 37½

In 60-lb. tubs, ½c higher than tierces, pails ¾c higher than tierces, and 1-lb. prints, 2c higher than tierces.

Shortening Prices Steady

Toronto.

SHORTENING—Shortening is in good demand, and quotations vary according to the make. It is for the most part, however, selling at from 31½ to 32 cents per pound.

Shortening—		
Tierces, 400 lbs., lb.	0 31½	0 32

Spring Chickens Sell Easier

Toronto.

POULTRY.—Live spring chickens are quoted easier this week in the country at 29 cents per pound to the dealer. The dressed is selling at 32 cents. Supplies coming forward now are more plentiful. Dressed spring chicken is quoted to the retail trade at from 40 to 45 cents.

Prices paid by commission men at Toronto:	Live	Dressed
Turkeys, old, lb.	0 25	0 30
Do., young, lb.	0 30	0 35
Roosters, lb.	0 22	0 25
Fowl, over 4½ lbs.	0 30	0 30
Fowl, under 4½ lbs.	0 27	0 27
Spring chickens	0 29	0 32

Prices quoted to retail trade:—		Dressed
Hens, heavy	$....	$0 35
Do., light	....	0 33
Chickens, spring	0 40	0 45
Ducklings	....	0 35
Turkeys	0 49	0 40

Haddock and Cod A Little Scarce

Toronto.

FISH.—Haddock and cod are reported a little scarce this week. Rough weather has interfered with the catch, dealers state, and the supplies coming forward have not been as heavy. Fresh flounders are selling at 10 cents per pound and supplies are being quickly picked up. There is no fresh Restigouche salmon on the marekt, but B. C. salmon is selling at from 27 to 28 cents per pound. Fresh pickerel is quoted at 18 cents per pound, and fresh mackerel at 20 cents.

FRESH SEA FISH		
Cod Steak, lb.	$0 11	$0 12
Do., market, lb.	0 09	0 10
Haddock, heads off, lb.	....	0 12
Do., heads on, lb.	....	0 10
Halibut, chicken	0 21	0 22
Do., medium	0 22	0 23
Flounders, lb.	0 07	0 10
Salmon, Restigouche	....	....
Fresh B. C. Salmon	0 27	0 28
FROZEN SEA FISH		
Salmon	....	0 25
Herring	0 09	0 10
Mackerel	....	0 12
FRESH LAKE FISH		
Lake herring, round lb.	....	0 10
Do., dressed, lb.	0 11	0 12
Trout, lb.	0 17	0 18
Whitefish, lb.	0 16	0 18
Mullets, lb.	....	0 05
Fresh pickerel	0 15	0 16
Ciscoes	....	0 16
Pike	0 09	0 10
Fresh mackerel	0 15	0 20

WINNIPEG MARKETS

WINNIPEG, Aug. 16—There is a generally easier feeling in produce lines during the week. High prices are expected to decline, and this will, of course, have an effect on all associated lines. Butter is fairly plentiful and creamery shows a slight decline, with indication of a decline in dairy also. Eggs are fairly plentiful and show an easier feeling.

Expect Slight Decline In Hog Prices

Winnipeg.

Hogs are expected to have a slight decline, following the American market. The trade, even at such high prices, continues very brisk.

Slight Declines Recorded in Butter

Winnipeg.

BUTTER.—Creamery butter is showing a slight decline. Dairy butter is a little weaker, with a drop expected.

Eggs Plentiful; Prices Decline

Winnipeg.

EGGS.—Eggs are quite plentiful for all requirements at present. The market at present shows a slight decline.

WINNIPEG MARKETS

(Continued from page 43)

of the coast at present. Supplies are getting very short, and buyers are buying freely.

Serious Shortage Of Sugar Stocks

Winnipeg.

SUGAR.—The situation here is very serious, as a number of refiners are refusing orders. One large retail firm has thirty-five cars on order and are only able to get two and three cars at a time and are in doubts as to the order being filled.

The Government has been requested to see that retailers be supplied in preference to manufacturers of confectionery, as there are large quantities of fruit now ready for preserving, and unless sugar is available it will necessarily spoil.

Still Firmer Feeling In Bean Stocks

Winnipeg.

BEANS.—The bean market is practically unchanged, if anything, a little firmer for the better quality stock.

British Columbia stock of best quality is cleaned up, only a limited quantity of inferior quality now being offered. Owing to export demand the price on these is likely to advance.

LARD

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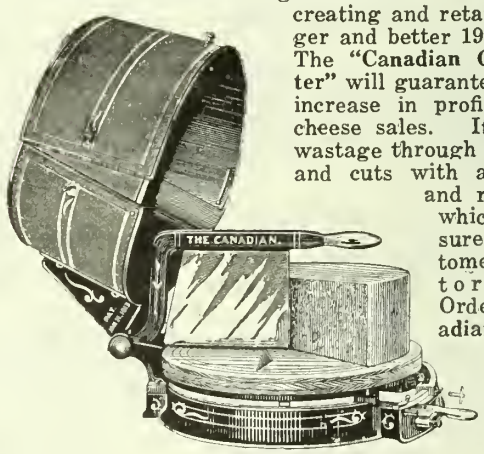

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Through every part of the process, from the moment the fish is taken from its natural element until the container is finally sealed and labeled, every possible precaution is taken to assure a continuance. of that standard of goodness for which Brunswick Brand Sea Foods are noted.

Always have a good stock of Brunswick Brand on hand.

CONNORS BROS., LIMITED
Black's Harbor, N.B.

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We now announce a pronounced step forward.

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Electric Starting and Lighting equipment will be supplied if desired, at $100.00 extra.

Coupe $975, Sedan $1175 (Closed model prices include electric starting and lighting equipment).

If you wish demountable rims, tire carrier and non-skid tires on the rear, they will be supplied on closed cars only, at $25 extra.

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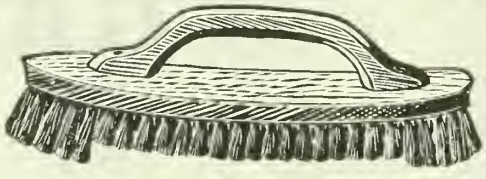
THE CHISHOLM MILLING CO., LTD., TORONTO

Better Brushes



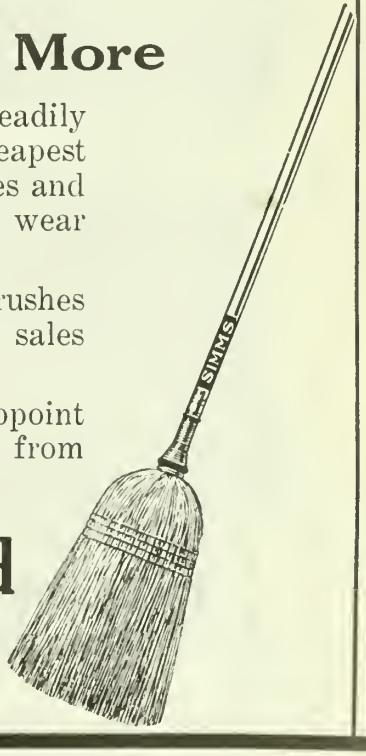
Greater Sales

Your Customers Come Back For More

Once your customers use **Simms' Brushes and Brooms** they readily see how much better they are in every way. From the cheapest household brush to the best broom they find Simms' Brushes and Brooms give more satisfactory service in every way—they wear longer, stand up longer, and the stock is in to **stay.**

Simms' Brushes bring people back. A display of Simms' Brushes and Brooms during Spring Housecleaning time will mean sales in other housecleaning lines.

Make sure you have a good stock on hand, and don't disappoint your customers when they ask for **Simms'.** Get price-list from us at once.



T. S. Simms & Co., Limited
ST. JOHN, N.B.

Branches: Montreal Toronto London

ROSE'S LIME JUICE

The Original and Genuine Brand

Rose's Lime Juice looks so tempting in the bottles that a little display pulls big results.

Then the taste! And the flavor! Just the kind to captivate people who are particular.

Try Rose's. It's a good repeater.

Holbrooks, Ltd.
Toronto and Vancouver

MADE IN CANADA

Taylor & Pringle Co.

Limited
OWEN SOUND, ONT.

Manufacturers of

PICKLES, CATSUPS, SAUCES, VINEGAR, CIDER, ETC.
QUEEN QUALITY PICKLES
UNIVERSAL FRUIT SAUCE
PARAGON PICKLES
CATSUP RELISH

TAYLOR & PRINGLE'S PRODUCTS ARE GOOD PRODUCTS

GROCERS

ORDER YOUR STOCK OF

Champagne de Pomme

NOW

It makes a delicious drink. Put up in pint bottles or splits. Recommend it to your customers. Pays a good profit. Easy to sell.

Order from your wholesaler or

Cie Ganadien Importation
140 ST. CATHERINE ST. E.
Montreal

We want Agents in Every City and Town.

Fine, full-flavored Dressings

Royal Salad Dressing
and
Royal Mayonnaise

You can guarantee flavor and quality to the last drop when the name "Royal" is on the label.

Salads make ideal substitutes for high-priced meats and the two Royals make the most pleasing salad dressings.

Start sales with a good counter display.

HORTON-CATO MANUFACTURING CO.
WINDSOR, CANADA

Buy Macdonald's—

the safest guide to reliable tobaccos. For the past 60 years—Macdonald's Tobacco—"The Tobacco with a Heart"—has been Canada's favorite plug tobacco for smoking and chewing.

Buy Macdonald's Tobaccos in unbroken 10-lb. caddies.

There are four extra plugs in each caddie of Brier and Prince of Wales, thus giving an additional profit to the retailer of from 60 to 80 cents on the caddie.

Brier Caddy

Prince of Wales Caddy

Plug Smoking
"British Consols"
"Brier"
"Index"

Trade Mark Registered

Plug Chewing
"Prince of Wales"
"Napoleon"
"Black Rod" (Twist)
"Crown"

W. C. MACDONALD, REG'D. *Incorporated*
Established Over 60 Years
MONTREAL, QUE.

Just As Good As They Can Be Made

If it were possible to make **Malcolm Milk Products** any better we would make them so. But science and skill cannot produce milk products of finer quality than those put up under the Malcolm Condensing Co.'s labels. They are made from selected creamy milk from healthy Canadian cows, processed and put up by Canadians for the Canadian trade.

If you have yet to try out **Malcolm's,** send to-day for a 5-case lot. We pay freight charges up to 50c per 100 lbs.

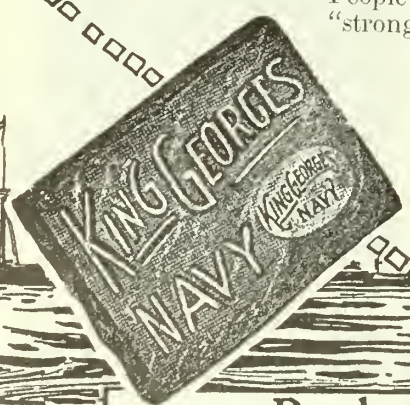
The
Malcolm Condensing Co., Ltd.
ST. GEORGE, ONT.

KING GEORGE'S NAVY

CHEWING TOBACCO

will put your tobacco sales on a firm footing

And tobacco selling is a money-makingline that every grocer should carefully consider. People there are in every community who are "strong" for a real, good Chewing Tobacco such as King George's Navy. They like the palate tickling goodness of King George's Navy. A first purchase brings them back for more and clinches their tobacco trade for the King George dealer.



Rock City Tobacco Co., Ltd.

JAMS
MARMALADES
PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

Cable: Lamberton, Glasgow.
Codes: A.B.C. 4th and 5th Editions.

CONFECTIONERY
MARZIPAN
CHOCOLATE

Agents
Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada
Lind Brokerage Co., Ltd., Toronto

Telegrams and Cables—LANDAUER, LONDON
Standard Codes Employed

Established 1878

LANDAUER & CO.

36 Fenchurch Street, LONDON, E.C. 3, ENGLAND

IMPORTERS, EXPORTERS and GENERAL : PRODUCE MERCHANTS :

Keenly interested in all descriptions of CANNED GOODS
Specifically APPLES, PEARS and MEATS

SHIPPERS, PACKERS and EXPORTERS INVITED TO CORRESPOND

Bankers: ROYAL BANK OF SCOTLAND

DELICIOUS
NON-ALCOHOLIC
LIQUEURS

Made by experts who know how to make sparkling wines of non-alcoholic nature.

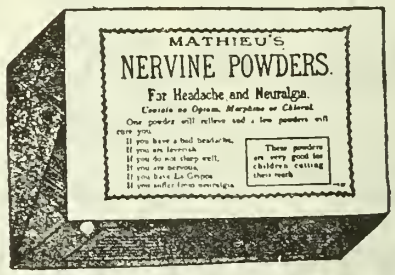
CREME DE MENTHE
CHERRY WINE
GINGER WINE
SLOE GIN
BLACKBERRY BRANDY
In Quarts and Pints

These wines make delicious beverages, and have a taste that's different.

This is a high class line that will show good profit.

SELLING AGENTS
S. G. BENDON UTILITY CO.
30 St. Francois Xavier St.
MONTREAL

For All Nervous Diseases
MATHIEU'S NERVINE POWDERS

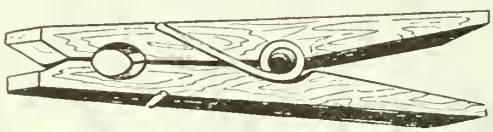


An unequalled remedy for such every-day complaints as Headache, Neuralgia, Insomnia, etc.

Many of your customers need such a nerve soother. Remember these Nervine Powders contain absolutely no Morphine, Opium or other habit-forming drug.

J. L. Mathieu Co.
SHERBROOKE, QUEBEC

The Megantic Broom Mfg. Co., Ltd.
Manufacturers of Brooms and Clothes Pins



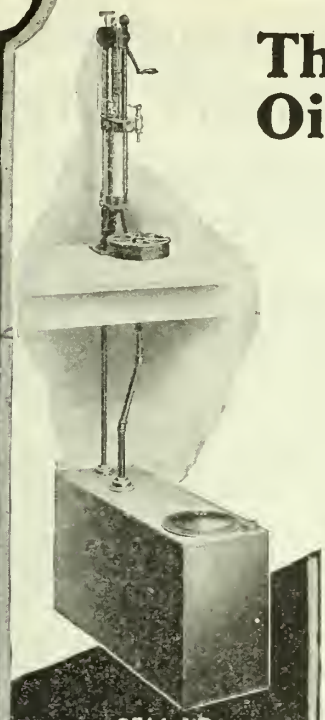
Lake Megantic, Que.

Our clothes pins are made and designed to stay on the line. And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

AGENTS: Boivin & Grenier, Quebec. Delorme Frere, Montreal. J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa. Harry Horne Co., Toronto. Tomlinson & O'Brien, Winnipeg. Oppenheimer Bros., Vancouver; McFarlane & Field, Hamilton, Canada. Pyke Bros., Halifax, N.S.

SUMORE
The Perfect Peanut
PACKED IN TINS
ASK YOUR JOBBER
OR
Montreal Nut and Brokerage Co.
30 and 32 Jurors Street, Montreal, P.Q.
LOGGIE SONS CO., Agents, TORONTO

Think About Your Oil Room



Think of the many minutes you lose in a day, handling gasoline and oil, minutes you could save by the use of up-to-date equipment.

Has each sale made actually paid you a profit, or have the profits gone glimmering, because of overmeasure, oil spilled or lost through leakage and evaporation and too much time spent in handling?

A

BOWSER
ESTABLISHED 1885

OIL STORAGE OUTFIT

will put your oil business on a clean profitable basis. It is leak and evaporation proof, accurate, convenient, absolutely clean and attractive and a great time saver. It will sell more oil with less effort. No loss of any kind. No odor.

LET US SEND YOU LITERATURE
PROVING OUR CLAIMS

S. F. BOWSER CO., LIMITED
66-68 Fraser Ave. - - - TORONTO, ONT.
Sales Offices in All Centres. Representatives Everywhere.

VOL-PEEK 15¢

Vol-Peek stops leaks in all kinds of kitchen utensils, such as Pots, Pans, Tinware, Graniteware, Copper, Aluminum, etc. Note the absence of tools. Can be applied by the finger. A feature that induces the housewife to purchase. Vol-Peek is being advertised all over Canada. Every home needs it. Our attractive display stands suggest sales on sight. Write for it to-day. Contains 24 packages, $2.25, 60% profit.

At your jobbers or direct.

H. NAGLE & CO., Box 2024, MONTREAL
(Owning and operating Vol-Peek Mfg. Co.)

Sani-Flush
(TRADE MARK REGISTERED)

Closet Bowl Cleaner

Is there a water-closet in your store building?

Clean it with ***Sani-Flush.***

You will be convinced that ***Sani-Flush*** is an article to recommend.

Get your customers to try ***Sani-Flush*** and they will keep on buying it.

Sani-Flush makes good and repeats.

HAROLD F. RITCHIE & CO.
LIMITED
10-12-14 McCaul Street
TORONTO, ONT.

The flavor convinces

It requires only one taste of Klim dissolved in water to convince the most skeptical that it is nothing more nor less than the purest and freshest separated milk.

"The flavor Nature gave it" distinguishes Klim from any other milk product you sell, and further, gives it many more uses. Once Klim is introduced in the home it becomes a daily necessity.

Canadian Milk Products, Limited

TORONTO

Winnipeg Montreal St. John

COSGRAVE'S PURE Malt Vinegar

It pays you best to sell branded, guaranteed goods. That's why you ought to sell COSGRAVE'S PURE MALT VINEGAR.

Attractively Labeled Bottles—2 Sizes

RETAIL PRICES:

Large Bottle 25c. Small Bottle 15c.

100% Pure Well Advertised

ASK YOUR JOBBER FOR IT

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $83.20 PER INCH PER YEAR

JAMS

DOMINION CANNERS, LTD.
Hamilton, Ont.

"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vav top Glass Jars, 16 oz. glass, 2 doz. case. Per doz.

Strawberry	$4 60
Currant, Black	4 50
Pear	3 90
Peach	3 90
Plum	3 70
Raspberry, Red	4 50
Apricot	4 00
Cherry	4 30
Gooseberry	4 00

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	$2 30
12 oz. Glass, Screw Top, 2 doz. in case	2 55
16 oz. Glass, Screw Top, 2 doz. in case	3 25
16 oz., Glass, Tall, Vacuum, 2 doz. in case	3 25
2's Tin, 2 doz. per case	4 80
4's Tins, 12 pails in crate, per pail	0 78
5's Tin, 8 pails in crate, per pail	0 97
7's Tin or Wood, 6 pails in crate	1 36
30's Tin or Wood, one pail in crate, per lb.	0 20

PORK AND BEANS "DOMINION BRAND"

	Per doz.
Individual Pork and Beans, Plain, 75c, or with Sauce, 4 doz. to case	$0 85
1's Pork and Beans, Flat, Plain, 4 doz. to case	0 92½
1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case	0 95
1's Pork and Beans, Tall, Plain, 4 doz. to case	0 95
1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to the case	0 97½
1½'s (20 oz.) Plain, per doz.	1 25
Tomato or Chili Sauce	1 27½
2's Pork and Beans, Plain, 2 doz. to the case	1 50
2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case	1 52½
2½'s Tall, Plain, per doz.	2 00
Tomato or Chili Sauce	2 35

Family, Plain, $1.75 doz.; Family, Tomato Sauce, $1.95 doz.; Family, Chili Sauce, $1.95 doz. The above 2 doz. to the case.

CATSUPS—In Glass Bottles

	Per doz.
½ Pts., Aylmer Quality	$1 90
12 oz., Aylmer Quality	2 35
	Per jug.
Gallon Jugs, Aylmer Quality	1 62½
	Per doz.
Pints, Delhi Epicure	2 70
½ Pints, Red Seal	1 45
Pints, Red Seal	1 90
Qts., Red Seal	2 45
Gallons, Red Seal	6 45

BORDEN MILK CO., LTD.,
180 St. Paul St. West,
Montreal, Can.

CONDENSED MILK

Terms, net, 30 days.

Eagle Brand, each, 48 cans	$9 60
Reindeer Brand, each 48 cans	9 15
Silver Cow, each 48 cans	8 40
Gold Seal, Purity, each 48 cans	8 25
Mayflower Brand, each 48 cans	8 25
Challenge Clover Brand, each 48 cans	7 75

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	$6 90
Jersey Brand, Hotel, each 24 Cans	7 00
Peerless Brand, small, each 24 cans	3 15
St. Charles Brand, Tall, each 48 cans	6 90
Jersey Brand, Tall, each 48 cans	6 90
Peerless Brand, Tall, each 48 cans	6 90
St. Charles Brand, Family, 48 cans	6 50
Jersey Brand, Family, each 48 cans	5 75
Peerless Brand, Family, each 48 cans	5 75
St. Charles Brand, small, each 48 cans	2 90
Jersey Brand, small, each 48 cans	2 90
Peerless Brand, small, each 48 cans	2 90

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	$6 50
Reindeer Brand, small, each 48 cans	6 50
Regal Brand, each 24 cans	5 90
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. CLARK, LIMITED, MONTREAL.

Compressed Corn Beef—½s, $2.95; 1s, $4.95; 2s, $9.45; 6s, $34.75.
Lunch Ham—1s, $6.95; 2s, $13.85.
Ready Lunch Beef—1s, $4.95; 2s, $9.
English Brawn — ½s, $2.95; 1s, $4.45; 2s, $8.95.
Boneless Pig's Feet—½s, $2.95; 1s, $4.45; 2s, $8.95.
Ready Lunch Veal Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Beef-Ham Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Beef Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Asst. Loaves — ½s, $2.50; 1s, $4.50.
Geneva Sausage—1s, $4.45; 2s, $8.75
Roast Beef—½s, $2.95; 1s, $4.95; 2s, $9.45; 6s, $34.75.
Roast Mutton—1s, $6.35; 2s, $11.95; square cans, $45.
Boiled Mutton—1s, $6.35; 2s, $11.95; 6s, $45.
Jellied Veal—½s, $3.35; 1s, $4.95; 2s, $9.25.
Cooked Tripe—1s, $2.95; 2s, $4.95.
Stewed Ox Tail—1s, $2.35; 2s, $4.45.
Stewed Kidneys—1s, $4.45; 2s, $8.45.
Mince Collops—½s, $1.95; 1s, $3.90; 2s, $6.85.
Sausage Meat—1s, $3.95; 2s, $7.95.
Corn Beef Hash — ½s, $1.95; 1s, $3.95; 2s, $5.90.
Beef Steak and Onions—½s, $2.05; 1s, $4.95; 2s, $8.95.
Jellied Hocks—2s, $9.45; 6s, $30.
Irish Stew—1s, $2.95; 2s, $5.95.
Cambridge Sausage—1s, $4.45; 2s, $8.75.
Boneless Chicken—½s, $5.95; 1s, $9.95.
Boneless Turkey — ½s, $5.95; 1s, $9.00.
Ox Tongue—½s, $4.95; 1s, $12.00; 1½s, $18.50; 2s, $23.95; 3½s, $44.00; 6s, $60.00.
Lunch Tongue—½s, $4.90; 1s, $10.45.
Mince Meat (Tins)—1s, $2.90; 2s, $4.00; 5s, $12.90.

The Sale Is Increasing

The high price of local fruits this year is going to result in a still greater consumption of the already popular

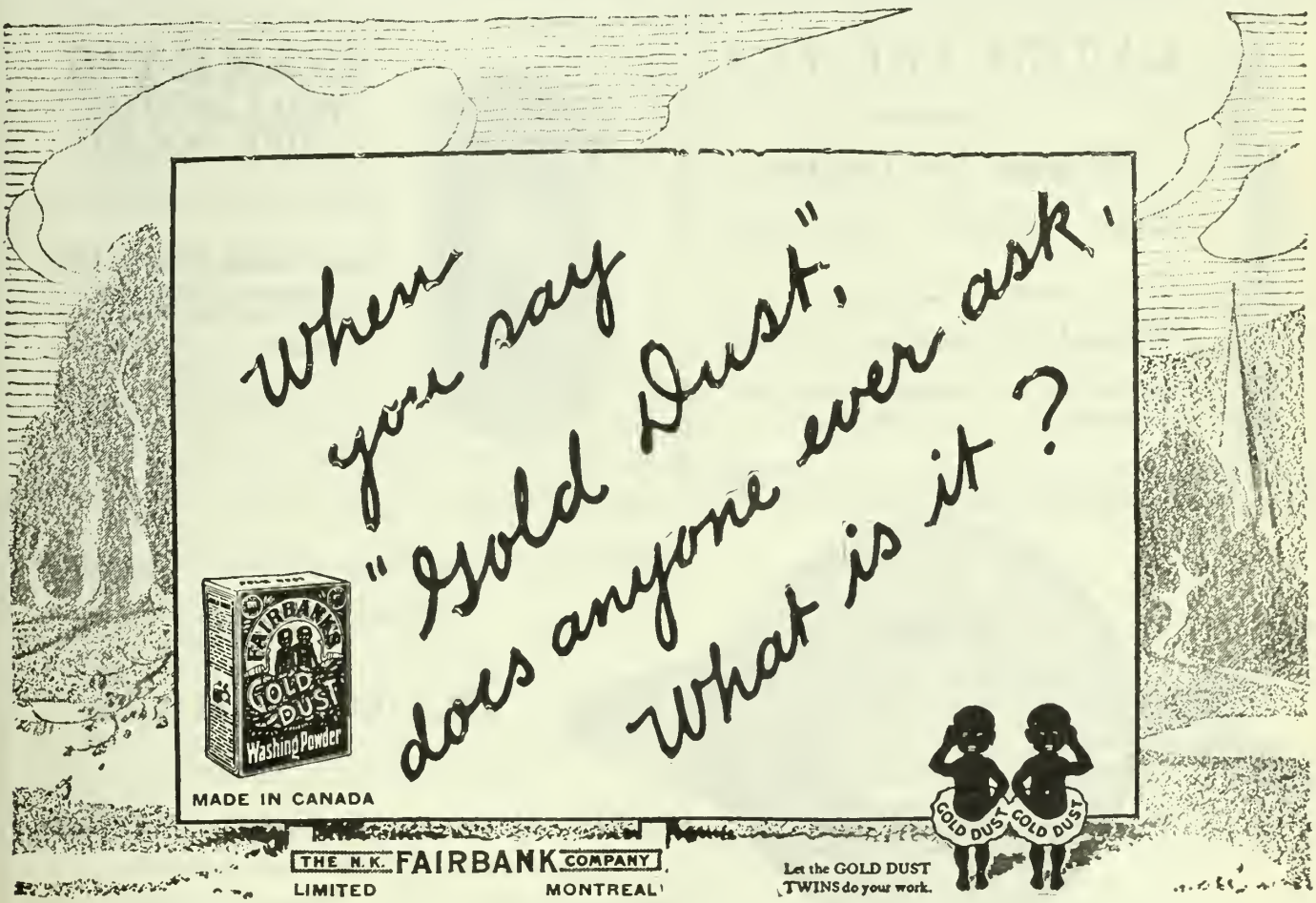
Shirriff's (True Seville) **Orange Marmalade**

It has become a regular standby in many homes, for every member of the family relishes it. Made of the true Seville oranges and pure cane sugar by real specialists, its uniformity of quality and delicious flavor have won for it a permanent place of supremacy.

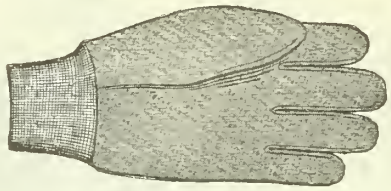
If you are not already prepared to meet the demand for Shirriff's, order a case or two to-day

Imperial Extract Company, Toronto

Selling Agents for Canada : **Harold F. Ritchie & Co. Ltd., Toronto, Montreal**

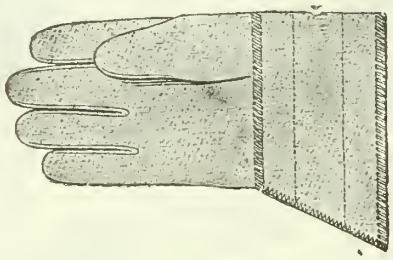

When you say "Gold Dust," does anyone ever ask "What is it?
FAIRBANK'S GOLD DUST Washing Powder
MADE IN CANADA
THE N.K. FAIRBANK COMPANY
LIMITED MONTREAL
GOLD DUST GOLD DUST
Let the GOLD DUST TWINS do your work.

TAPATCO
REGISTERED TRADE MARK BRAND



Ask your wholesaler to send you a stock of these gloves

The men of your town need them. They are strong, serviceable and comfortable and always give the wearer 100 per cent. value and satisfaction. There's a TAPATCO style and weight for every purpose. Show an assortment in your windows.



The American Pad and Textile Company
Chatham, Ontario

Every Sip Invigorates

Marsh's Grape Juice and Marsh's Unfermented Port; Unfermented Black Cherry Wine, Unfermented Ginger Wine, Raspberry Vinegar and Creme de Menthe are just the right sort of non-intoxicating beverages to attract more trade to your store and bring you good profit as well.

We can fill your orders promptly for any of the above with the exception of Marsh's Grape Juice, our stocks of which are entirely exhausted at present.

The Marsh Grape Juice Company
NIAGARA FALLS, ONT.
Ontario Agents:
The MacLaren Imperial Cheese Co., Limited
Toronto, Ont.

CATCH THE FLY

By using our

National Fly Catcher

Clean Sanitary Easy to use

Made in Canada by the

National Fly Catcher Co., Ltd.

Order from your Wholesaler

1598 Delorimier Ave.
Montreal

OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.
Manufacturers of Emery Cloth, Black Lead, Glass Paper, &c.
LONDON, S.E., ENGLAND
AGENT:
Geo. B. Jenkinson, 78 Wellington Street North, Hamilton, Ontario.

See our Display at the Toronto Exhibition of

Scotch Snack

Fine for Salads, Sandwiches, etc.

ARGYLL BUTE, 637 St. Urbain St., MONTREAL
W. S. BAYLEY, 20 Front St. East, TORONTO
Western Agents:
WATSON & TRUESDALE, Winnipeg
OPPENHEIMER BROS., Limited, Vancouver

Have You Noticed?

In any conversation that is fairly general, some firebrand slashes out with condemnations right and left? What he says is interesting, but it isn't informing. Usually there is at least one man present who listens to the general villification thus started and then quietly brings out a point which causes all to pause and think.

This is the man with the balanced viewpoint—the man who gets to the bottom of things before condemning—who takes notice of the various influences at work.

It is this balanced viewpoint which is presented in the editorials of THE FINANCIAL POST.

Government Advertising and the C.P.A.
Consider Some Recent Editorials.
Responsibilities of Auditors.
Careless Methods of Manufacturers.
A Good Man Gone Wrong.
Dr. McFall's Profiteering Charges.
The New Liberal Leader.
Need for Thrift and Greater Production.
The Western Budget Supporters.
Taxation Discouragement.
The Standard Reliance Scandal.
A Shortage of Unskilled Labor.
Dangerous Juggling With Figures.

This is an age when many papers seem overly anxious to advocate what will be popular—to attack the "classes" and so to please the "masses." THE FINANCIAL POST'S aim is to get after the truth. THE POST frankly believes in capital. It believes capital has a right to a square deal, and that causing capital to fear for its future in Canada will do the Dominion inestimable harm. But THE FINANCIAL POST believes capital has obligations as well as rights, and holds capital—where necessary—to account.

You will find enlightenment in the balanced viewpoint of THE FINANCIAL POST'S articles and editorials. You will find its "Answers to Enquiry" department of value. THE POST is the paper for the thinker—be he rich or poor; the paper for the man who is eager to study not only what is best for his business, but what is best for Canada. This is the paper which you may receive weekly for one year at a cost of $3.00. Fill in the attached coupon:

Annual Subscription $3.00. .....

THE FINANCIAL POST OF CANADA
143-153 University Ave., Toronto.

Please enter me as a regular subscriber, commencing at once. I am enclosing / will forward $3.00 to pay for my subscription for the first year.

Name.....

Address.....

Please write plainly

Dole Bros. Hops & Malt Co.

BOSTON, MASS., U.S.A.

"SUPERIOR" BRAND HOPS

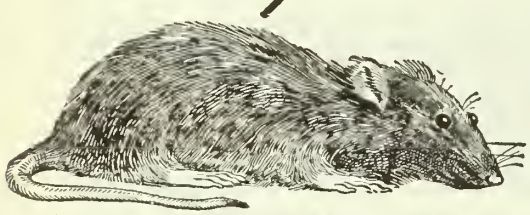
FOR FAMILY TRADE

They are carefully selected and packed for the Canadian trade, in cases of 10, 15 or 30 lbs. each, containing ¼, ½ or 1-lb. packets.

R. E. BOYD & COMPANY

Agents for the Province of Quebec

15 STE. THERESE ST. - - MONTREAL



RID-OF-RATS

If we want to feed starving Europe it behooves us to kill off Rats and Mice that destroy foodstuff to the value of about $500,000,000.00 per annum. Use Rid-of-Rats. It is non-poisonous and can be used everywhere. No stench-creating dead bodies. Rodents leave premises before dying. Only patented Non-Poisonous Exterminator in the World. Made only by the Patentees.

Prize—15 cents per box, $1.80 per doz., $1.00 per lb. in bulk

BERG & BEARD MFG. CO Inc.

100 Emerson Place Brooklyn N. Y

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

Island Lead Mills, Ltd.

Tel. Address: "Laminated," London. LIMEHO USE
A.B.C. Codes used, 4th & 5th Editions. LONDON, E., England.

Canadian Agents: HUGH LAMBE & CO., TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

Oranges
California Lemons
and Early Vegetables

We Invite Correspondence

LEMON BROS.

Owen Sound, Ont.

Forest and Stream, ¼s, ½s, and 1-lb. tins	1 50
Forest and Stream, 1-lb. glass humidors	1 75
Master Workman, bars, 7s, 3½ lbs.	1 20
Derby, 9s, 4-lb. boxes	1 08
Old Virginia, 12s	1 50
Old Kentucky (bars), 8s, boxes, 5 lbs.	1 25

WM. H. DUNN, LTD., Montreal
BABBITTS

Soap Powder, case 100 pkgs.	$5 65
Cleanser, case 50 pkgs.	3 10
Cleanser (Kosher), cs. 50 pkgs	3 10
Pure Lye, case of 4 doz.	5 95

JELL-O
Made in Canada

Assorted case, contains 4 doz.	$5 40
Lemons, 2 doz.	2 70
Orange, 2 doz.	2 70
Raspberry, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Chocolate, 2 doz.	2 70
Cherry, 2 doz.	2 70
Vanilla, 2 doz.	2 70

Weight, 8 lbs. to case. Freight rate second class.

JELL-O ICE CREAM POWDERS
Made in Canada

Assorted case, contains 2 doz.	$2 70
Chocolate, 2 doz.	2 70
Vanilla, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Unflavored, 2 doz.	2 70

Weight, 11 lbs. to case. Freight rate second class

BLUE

Keen's Oxford, per lb.	$0 24
In cases 12-12 lb. boxes to case	0 25

COCOA AND CHOCOLATE
THE COWAN CO., LTD.
Stirling Road, Toronto, Ont.

Cocoa

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.	$5 25
Perfection, ½-lb. tins, doz.	2 75
Perfection, ¼-lb. tins, doz.	1 45
Perfection, 10s size, doz.	1 10
Perfection, 5-lb. tins, per lb.	0 42
Supreme Breakfast Cocoa, ½-lb. jars, 1 and 2 doz. in box, doz.	3 00
Soluble Cocoa Mixture (Sweetened) 5 and 10-lb. tins, per lb.	0 28

(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. boxes, per lb.	0 41
Supreme Chocolate, 10c size, 2 doz. in box, per box	1 90
Perfection Chocolate, 10c size, 2 doz. in box, per box	1 90

SWEET CHOCOLATE—	Per lb.
Eagle Chocolate, ¼s, 6-lb. boxes	0 32
Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case	0 31
Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs., In case	0 32
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 33
Diamond Crown Chocolate, 28 cakes in box	1 10

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	$0 45
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Milk Croquettes, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb.	0 41
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb.	0 41
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 41
No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb.	0 41
No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb.	0 36
No. 1 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 41
No. 2 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 36
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60

NUT MILK CHOCOLATE, Etc.

Nut Milk Chocolate, ½s, wrapped, 4-lb. box, 36 boxes in case, per lb.	0 46
Nut Milk Chocolate, ¼s, wrapped, 4-lb. box, 36 boxes in case, per lb.	0 47
Fruit and Nut or Nut Milk Milk Chocolates, lbs., unwrapped, 6-lb. box, 5 div. to cake, 32 boxes to case, lb.	0 43
Nut Milk Chocolates, 5s squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box.	2 35
Fruit and Nut Milk Chocolate, 2-lb. cakes, each 20 divisions, 3 cakes to box, 32 boxes to case, per box.	2 50
Fruit and Nut Milk Chocolate Slabs, per lb.	0 42
Milk Chocolate Slabs, with Assorted Nuts, per lb.	0 43
Plain Milk Chocolate Slabs, per lb.	0 42

MISCELLANEOUS

Maple Buds, fancy, nearly 1 lb., ½ doz. in box, per doz.	$5 50
Maple Buds, fancy, ½ lb., 1 doz. in box, per doz.	2 75
Assorted Chocolate, 1 lb., ½ doz. in box, per doz.	5 50
Assorted Chocolate, ½ lb., 1 doz. in box, per doz.	2 75
Chocolate Ginger, ½ lb., 1 doz. in box, per doz.	2 75
Crystallized Ginger, ½ lb., 1 doz. in box, per doz.	2 75
Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per lb.	0 46
Triumph Chocolate, ¼'s, 4-lb. boxes, 35 boxes in case, per box	0 47
Triumph Chocolate, ½-lb. cakes, 4 lb., 35 boxes in case, per lb.	0 46
Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross	1 15
120—1c. Milk Chocolate Sticks, 60 boxes in case.	0 80

5c LINES

	Toronto Prices Per box
Filbert Nut Bars, 24 in box, 60 boxes in case	$0 95
Almond Nut Bars, 24 in box, 50 boxes in case	0 95
Puffed Rice Bars, 24 in box, 50 boxes in case	0 95
Ginger Bars, 24 in box, 50 boxes in case	0 95
Fruit Bars, 24 in box, 50 boxes in case	0 95
Active Service Bars, 24 in box, 50 boxes in case	0 95
Victory Bar, 24 in box, 60 boxes in case	0 95
Queen's Dessert Bar, 24 in box, 50 boxes in case	0 95
Regal Milk Chocolate Bar, 24 in box, 50 boxes in case	0 95
Royal Milk Cakes, 24 in box, 50 boxes in case	0 95
Cream Bars, 24 in box, 50 boxes in case, per box.	1 00
Maple Buds, 6c display boxes. 6c pyramid packages, 6c glassine envelopes, 4 doz. in box	1 90

10c LINES

Maple Buds, 10c, 1 doz. in box, 50 boxes in case, per doz.	$0 95
Medallions, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Lunch Bar, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Coffee Drops, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Milk Wafers, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Chocolate Beans, 10c, 1 doz in box, 50 boxes in case, per doz.	0 95
Chocolate Emblems, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Chocolate Wafers, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Circus Wagons, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Queen's Dessert, 10c cakes, 24 in box, per box	1 80

FRESH ARRIVALS EACH DAY

of all varieties of

Domestic Fruits and Vegetables
California Bartlett Pears
Finest Elberta Peaches
(Bushels)

NEW POTATOES AND ONIONS
100lb. Sacks

ORANGES LEMONS BANANAS

The House of Quality

HUGH WALKER & SON
Established 1861
GUELPH ∴ ∴ ONTARIO

ATTENTION

Exhibition visitors will be welcomed at the Fruit Market (foot of Yonge St.) Will have on display a full assortment of Local and Foreign Fruits.

White & Co., Limited
Church and Front Sts.
Toronto, Ont.

Brooms

We are pleased to advise the trade that we can now supply our

Standard Brooms
Prompt Shipment

and will be glad to book your order.

Prices ***right.*** ***Quality*** as usual.

Walter Woods & Co.
Hamilton and Winnipeg

Field & Co.

(Fruit Merchants) Ltd.

40-41-42, KING WILLIAM ST.
LONDON, E.C.4, ENGLAND

Cables: "Loudly, London."
Codes (Private): A.B.C. 4th and 5th Editions. Western Union and Bentleys.

Direct Shippers

Portuguese Sardines, French Sardines, Norwegian Brisling, Sild, Herrings, &c; Dried Fruits, Currants, Dates, Raisins, Evaporated Fruits; Almonds and Nuts of all kinds, Shelled and Prepared Almonds; Almonlike (substitute for Prepared Almonds); Shelled Walnuts and Kernels; Spices; Rices, Tapiocas, &c.; Confectionery, Chemicals, &c.

Proprietors of

Turban Dates
BRAND BUSREH

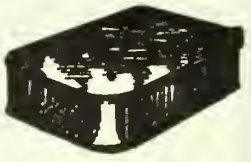
IN CARTONS. Cases each 60 nominal pounds

Turban Puddings
COMPLETE

Whole Rice Custard
Barley Flake Custard
Sago Custard
Ground Rice Custard
Tapioca Custard
Semolina Custard

All ingredients in the packet. No Eggs, Sugar or Milk required. A quart of water and a packet of Turban gives a rich milky pudding for six persons. Cases each 6 dozen assorted.

OBAYO REAL SARDINES



The Elite of the Sea

Guaranteed real Sardines, carefully packed in pure oil. Of high grade quality and fine flavor. Attractive gold and blue labels.

Packed in following sizes, 22 m/m. ¼-club. Nominal 10 oz. 12 oz. and 18 oz. All with keys.

Special Quotations upon Application.

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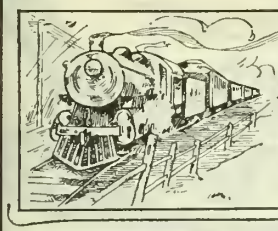
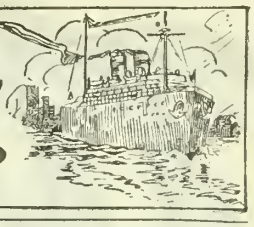


BUYERS' MARKET GUIDE
Latest Editorial Market News



STONEWARE

Buy Now—Butter Crocks, Jugs, Churns, Flower Pots, etc. Ask for latest catalogue.

The Toronto Pottery Co.
Limited
Dominion Bank Bldg.
TORONTO

We are now located in our new and more spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agents:
W. Y. COLCLOUGH, 53 Silver Birch Ave., Toronto Beach 2170
J. E. TURTON, Board of Trade Building, Montreal

The LV PICKLE
Manufactured by
GILLARD & CO., LIMITED
London, England
An English Delicacy of High Repute
Magor, Son & Co., Ltd., 403 St. Paul St., (Place Royale), Montreal.

Order from your jobber to-day.
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ontario

SALT
All Grades.—Carloads.
THE DOMINION SALT CO., LTD
Manufacturers and Shippers
SARNIA :: :: :: ONTARIO

COFFEES ARE ALL QUOTED HIGHER

Prices on green coffees on primary markets have advanced a cent and a half per pound. The report from Brazil that frost had damaged the crop, having boosted the prices. Quotations on roasted coffees at Toronto have risen two cents in the past week. The market is very strong, and all indications point to very high levels ruling for some time to come. Stocks are not heavy among dealers, buying being largely as requirements necessitate.

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¼-INCH CUSHION FILLERS
CORRUGATED FLATS.
The TRENT MFG. CO., Ltd.
TRENTON - - ONTARIO

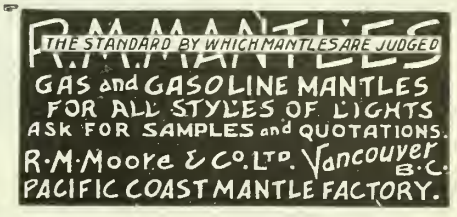
Now is the time to see us regarding Salted Lake Herring in pails, tubs or half-barrels. Write us at once. Herring any quantity our specialty.

BOWMAN FISH CO.
66 Jarvis Street.
Toronto

COUNTRY MERCHANTS

Ship your Eggs, Butter and Poultry to us.
Top market prices. Cash payment.
Write or phone.

C. A. MANN & CO.
LONDON, ONT.
Phone 1577


THE STANDARD BY WHICH MANTLES ARE JUDGED
GAS and GASOLINE MANTLES
FOR ALL STYLES OF LIGHTS
ASK FOR SAMPLES and QUOTATIONS.
R·M·Moore & Co. Ltd. Vancouver B·C.
PACIFIC COAST MANTLE FACTORY.

The SARNIA PAPER BOX CO., Ltd.
SARNIA, ONT.
Manufacturers of:
Ice Cream Cartons, Parafined.
Butter Cartons, Parafined.
Egg Cartons; Special Egg Fillers.
Folding Candy Boxes; also handy Parafine boxes for bulk Pickles, Mince Meat, etc.

BEANS
Handpicked or Screened in car lots
Ask for quotations
Geo. T. Mickle, Ridgetown, Ont.

These one-inch spaces only $1.60 per insertion if used each issue in the year.

Wanted

Classified Advertising

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where copies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

WANTED

WANTED — GROCERY DELIVERY WAGON with cover, all in good repair; must be bargain. Cawker & Hooper, Bowmanville, Ont.

WANTED—AN EXPERIENCED TEA TRAVELler for Eastern Ontario and Ottawa District. Apply Box 1454, Montreal.

SALESMEN—LONG ESTABLISHED CONNECtion with grocery trade in Montreal, is open for one or two good lines on commission. Box 706, Canadian Grocer, 143 University Avenue, Toronto, Ont.

We have reply to New Liskeard advertisement, but as name was not signed, we do not know to whom replies are to be forwarded.

CANADIAN GROCER.

FOR SALE

FOR SALE—GENERAL STORE AND DWELling in a good locality. Annual turnover about $30,000. Apply Box 712, Canadian Grocer, 143 University Ave., Toronto, Ont.

ANY FIRMS BUYING POTATOES IN CAR lots will do well to communicate with Prior Bros., merchants, Portage la Prairie. Man.

FIXTURES FOR SALE

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

TRANSLATIONS

ENGLISH INTO FRENCH — COMMERCIAL, Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault, P.O. Box 135, Station B, Montreal.

AGENCIES WANTED

MONTREAL COMMISSION BROKERS ARE looking for additional agencies, grocery and candy specialties, chocolates, etc. Strong connection, wholesalers and jobbers. Address "D." care of 12 Fernwood Park Ave., Toronto.

The next time you want a clerk, be sure to advertise in the "Wanted" Page of CANADIAN GROCER. You will receive inquiries from the livest clerks in the Canadian grocery trade, because reading CANADIAN GROCER is a test of the clerk's interest in his business.

WANTED
AGENCIES FOR
Butter, Flour, Cheese, Oats, Beef and Dried Fish, Pork Products.
Area: Guiana and West Indies
A. H. ROBERTS
GEORGETOWN DEMERARA

WANTED
USED JUTE
SUGAR BAGS
AND COTTON LINERS
E·PULLAN
TORONTO

FOR SALE

The Wholesale Grocer Sundries business of
F. COWARD
with good C.O.D. connection.
As going concern.
Established 10 years.
Excellent reasons for selling. About $4,500.

Apply
MR. FAHEY
THE COWAN CO.

WANTED

First-class specialty salesman to handle one of the best known food products on the Canadian market.

Box 660, Canadian Grocer
143 University Ave.
Toronto, Ont.

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Canadian Grocer, and let it assist you in filling your needs.

CATSUP THAT WILL KEEP
IS MADE FROM
Parke's Catsup Flavor and Preserver

A concentrated extract of spices which makes the tastiest catsup, with the bright red color of the ripe tomato.
No Additional Spices Required
Retail price 25c per bottle. One bottle is enough for a bushel of tomatoes.

Wholesale Price : $2.25 per doz.; $27.00 per gross.
PARKE & PARKE, LIMITED
Macnab St. and Market Sq., Hamilton, Ont.

Judged by Results

—here is a Shortening
that WILL
and DOES
give satisfaction!

"Peerless" Shortening

IT makes an attractive exhibit on your shelves and in your window—but best of all it's a SELLER, and that's what counts most, isn't it?

When a customer buys a product time after time—and always insists on getting the same particular brand—that brand must have MERIT.

And this is what happens continually with "PEERLESS SHORTENING."

Sold in 3 lb., 5 lb. and 10 lb. Bright Tin Pails and in 1 lb. Sanitary Cartons.

THE WILLIAM DAVIES COMPANY LIMITED

TORONTO & MONTREAL

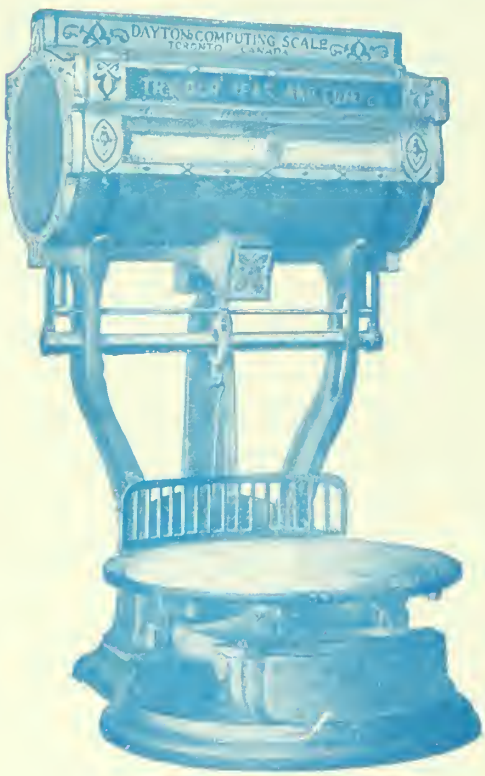
Canada Food Board Packer's License No. 13-50

VICTORY YEAR!

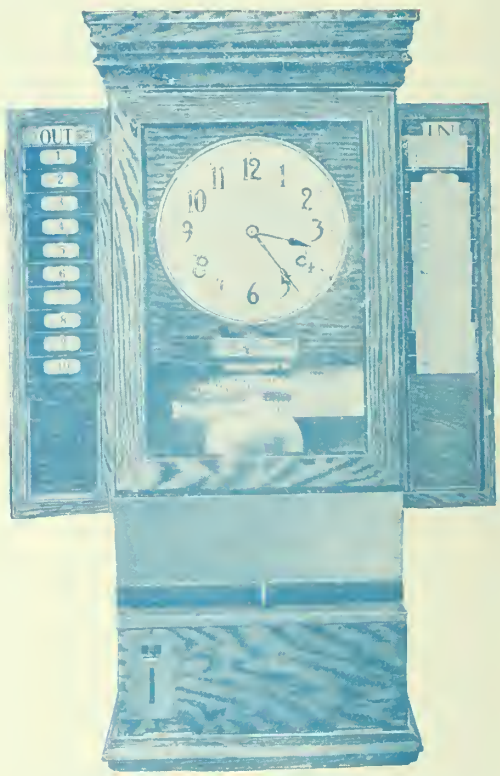
Get the feeling! Get the swing of Victory! Get it into your business. Come to the great National Exposition at Toronto this year with a mind open to new ideas—Victory Ideas—to help your business make more money. See our Exhibit of

Dayton Computing Scales and International Time Recorders—in Industrial Bldg.

They point the way to bigger profits for every retail store.



THE DAYTON SCALE
"The World's Greatest Computing Scale"



INTERNATIONAL TIME RECORDERS
"Make Every Working Hour Yours"

Our products are the highest priced in the world—yes—but they do more and better work and last longer—and they are made in Canada. They cost money—to be without!

DAYTON COMPUTING SCALES

Frank E. Mutton
Vice-Pres. and Gen'l Mgr.

Royce and Campbell Avenues, Toronto.
Also at Montreal, Winnipeg, Vancouver

Division International Business Machines Co., also makers of International Time Recorders and Hollerith Electric Tabulators

CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIII PUBLICATION OFFICE : TORONTO, AUGUST 29, 1919 No. 35

The Package may be imitated but the Contents cannot

SOME FACTS

OF INTEREST TO GROCERS

THE fundamental principles necessary to good distribution are these:—

A product that will give satisfaction—for satisfaction will result in repeat sales.

Attractive appearance—to hold the attention of the present user—as well as to gain the interest of the prospective user.

Fair profit—the article should be sold at a popular price—should provide a reasonable profit for the merchant.

In O-Cedar Polish and O-Cedar Polish Mops you will find all these points—combined with the important feature that O-Cedar Products are already well known to the consumer. The public is continually reminded of the merits of O-Cedar through our publicity in newspapers and other forms of advertising.

All the leading Hardware Dealers and Grocers sell O-Cedar Products owing to the great number of O-Cedar Merchants, many have never been called on by our regular representatives, only by our indirect representatives—"The Wholesale Salesmen." This wholesale service makes the buying of O-Cedar Products convenient, and we are able to indirectly call on every merchant.

With the co-operation of the merchants and because of the ever-increasing demand of the satisfied consumer, we have been called upon to frequently increase our factory output. To such an extent has our business grown that in spite of the ever-increasing cost of raw materials, we have been able to continue selling O-Cedar products of the same high quality at a standard price.

Space does not permit of the enumeration of all the excellent qualities of O-Cedar Products. The above facts, however, will enable a merchant to judge for himself the merits of these products.

The Channell Chemical Company, Ltd.

369 Sorauren Ave. - Toronto

O-Cedar Polish

REG. CAN. PAT. OFFICE

CANADIAN GROCER, published every Friday. Yearly subscription price $3.00. Entered as second-class matter at Post Office, Ottawa, and as second-class matter, July 5, 1912, at the Post Office at Buffalo, under the Act of March 3rd, 1879.

Going to The Toronto Fair?

If you visit the Exhibition this year don't forget to look us up.

Our booth is situated as formerly in the Manufacturers' Building, where we have a big display of the BORDEN lines.

This annual exhibit of ours is having a splendid educational effect upon the buying public and is boosting the BORDEN demand still more. So if you are a Borden dealer you will be keenly interested, and if you've never yet sold BORDEN'S, come and see us anyway.

We'll be at home to you any day you call.

Borden Milk Co., Limited

Leaders of Quality

MONTREAL - *VANCOUVER*

She Thought Her Biscuits Would Never Stop Rising

So said Mrs. Brown of London in her letter to Mr. Harry Horne of Toronto. She writes as follows:—

"Dear Harry Horne, I just want to tell you that I have been using baking powder all my life, but I have never been so overjoyed with the results as the other day when I was using your Double Cream Baking Powder, in baking some biscuits, and I thought they would never stop rising, and believe me, sir, they were the finest and lightest biscuits that ever come out of my oven, and I've used pretty near every brand on the market. You sure have the right idea about making good Baking Powder, Mr. Horne."

Mr. Horne replied to Mrs. Brown as follows:—

"Dear Mrs. Brown: I thank you kindly for the compliments you paid to our Double Cream Baking Powder, and I was delighted to hear that it made your biscuits rise so beautifully, and turn out so light and flaky.

"Our Baking Powder Department is under expert management and the production of this product is on a strictly scientific basis, so that at all times, Mrs. Brown, you can depend upon this Double Cream Baking Powder of ours to give you 100 per cent. satisfaction."

Notice to the Grocers in Canada

Until the end of September we offer to pack for any grocer in Canada a one-lb. tin of Baking Powder under his own label and trade mark, at a price of $25.00 per gross, F.O.B. Toronto, and give him the same quality as our Double Cream, which we know for a positive fact will give 100% satisfaction to the housewife.

We are in the baking powder business in a large way, with a large variety of special labels to choose from, and operate our own printing plant, have expert chemists at our command, and we therefore request you to get in this business with us, and get the advantage of our facilities. Forward your order to-day for 1 sample gross of Baking Powder, under your own brand and name, at $25.00 per gross.
Mail your orders to

The HARRY HORNE CO., Limited

(Proprietors of Integrity Mills)

1297-1299 Queen Street West -:- -:- TORONTO

TOMATO CATSUP

AYLMER BRAND

A POPULAR LINE --- STEADY DEMAND --- PROFITABLE

GLASS BOTTLES	GLASS AND STONE JUGS
8 oz. 12 oz. 17 oz.	1 GAL.
2 DOZEN TO CASE	4 TO CRATE

THROUGH YOUR JOBBER OR DIRECT

DOMINION CANNERS LIMITED

HAMILTON, CANADA

Canada Food Board License No. 14-12

CLARK'S SPAGHETTI

with Tomato Sauce and Cheese

A High Grade Delicacy and a Popular Seller

Prepared from the very finest Spaghetti, the best Canadian Cheese and fresh gathered red ripe Tomatoes.

Deliciously blended and cooked, nutritious and economical.

New Season's pack now ready.

W. Clark, Limited **Montreal**

Clark's

Rapid and Efficient Delivery

ABILITY to fill rush orders is often the secret of business success.

Speed — service — reliability — are embodied in the Ford Motor Truck.

It brings the distant suburbs — the adjoining rural districts — to your door.

You may often arrange to haul return loads at a profit.

Satisfies your customers and yourself.

Ford

One-Ton Truck (Chassis only)

$750, F. O. B. Ford, Ontario

Buy only Genuine Ford Parts

700 Canadian dealers and over 2,000 Service garages supply them. 123

Ford Motor Company of Canada, Limited

Ford, Ontario

"Every week with the E.B.Eddy Company of Hull, Canada"

A Huge pile of pulp-wood at the Eddy Plant

Story for Week Dated August 29, 1919 **Being No. 49 in the Series**

Delivering E. B. Eddy Company Products To The Retailer

Above is a photograph of the railway siding at the E. B. Eddy Company's plant in Hull with box cars waiting to be loaded with Eddy Company products. Speed in production is one characteristic of E. B. Eddy service. Speed in delivery is another. From this siding via Hull electric service to the main lines from ten to fourteen carloads of Eddy Company mixed products are despatched every day. The Eddy Company shipping staff employs at least thirty men constantly engaged in shipping Eddy goods. Six auto trucks are used to convey smaller shipments to the various freight depots which are very conveniently situated for the maintenance of Eddy Company service. One of the fastest feats in delivering Eddy Company products was achieved in July last year when on the 10th a wire was received ordering one and a half tons of paper, fibre and manila. The same day the shipment left the plant, and a day later it was in Montreal. This was a large shipment but equally swift or even swifter service is often rendered by the Eddy Company with smaller shipments to the retail trade.

Pointers From The Plant On Eddy Goods

Buy Matches with an eye to full value.

When you buy Eddy Matches you can assure your customers of a generously filled box of sure, safe lights.

Eddy's Indurated Fibreware Pails, Tubs, etc., cannot fall apart or leak. Good grocers sell them, and enjoy profitable business from their sale.

The best is always the Cheapest. Wrap your goods in Eddy's wrapping papers. Qualities to suit all purposes.

Be economical and sanitary. Save laundry bills. Install Eddy's Sanitary Paper Towels in your place of business.

Eddy's self-opening, box-shaped Grocery bag is an Eddy Specialty worth your attention. The Eddy Company make paper bags for all purposes.

Watch for further articles on interesting manufacturing processes in the Eddy plant. They will appear on this page each week.

Something New in Appetizers—

MAROMA

Made in conjunction with our famous Blue Seal Products and made from the very finest ingredients.

Fine for Fish and all kinds of grilled meats, and gives a delicious piquancy to salad dressings, Mayonnaise Sauce, etc.

Maroma will captivate your most particular customer. Try a little display.

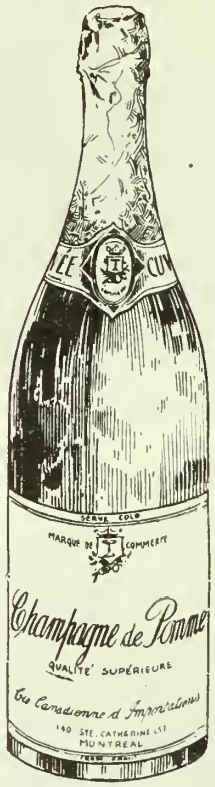
E. W. Jeffress, Ltd.

WALKERVILLE, ONT.

W. G. PATRICK & CO., Limited

Toronto and Winnipeg Selling Agents for our Blue Seal Lines

GROCERS



ORDER YOUR STOCK OF

Champagne de Pomme

NOW

It makes a delicious drink. Put up in pint bottles or splits. Recommend it to your customers. Pays a good profit. Easy to sell.

Order from your wholesaler or

Cie Canadien Importation

140 ST. CATHERINE ST. E.

Montreal

We want Agents in Every City and Town.

Purity TABLE SALT

In sanitary cotton bags and handy free-running packages.

You cannot recommend a better salt to any housewife than Purity

For table or dairy use there is no better salt—a fact good housewives are quick to appreciate

You'll get a good margin of profit on every sale of Purity

THE WESTERN SALT CO., LIMITED
COURTRIGHT
ONT

There's A Big Difference

between the average keg soda and **Cow Brand.**

Cow Brand has stood for the best in Baking Soda for over 70 years.

Much inferior soda is put up in kegs but there is never a doubt about the package soda with the Cow Brand Trade Mark.

Church & Dwight, Ltd.

MONTREAL

Made from the very purest materials

Royal Salad Dressing
and
Royal Mayonnaise

That's why more and more good housewives are asking for the two Royals in preference to other salad dressings.

You can recommend Royal Salad Dressing and Royal Mayonnaise and know that the quality is there—right down to the very last drop.

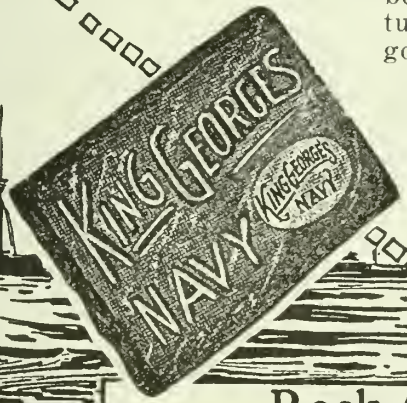
HORTON-CATO MANUFACTURING CO.
WINDSOR, CANADA

KING GEORGE'S NAVY
CHEWING TOBACCO

Always repeats

That's just the secret of King George's Navy Chewing Tobacco. It repeats—because its deliciously "different" texture appeals to every man who loves a good chew.

When you consider the wide margin of profit on every sale of King George's Navy, is there any reason why you should not feature it constantly?



Rock City Tobacco Co., Ltd.

Do you know that
practically every
high class food retailer
in Canada uses

The Riteshape

Your jobber sells it.

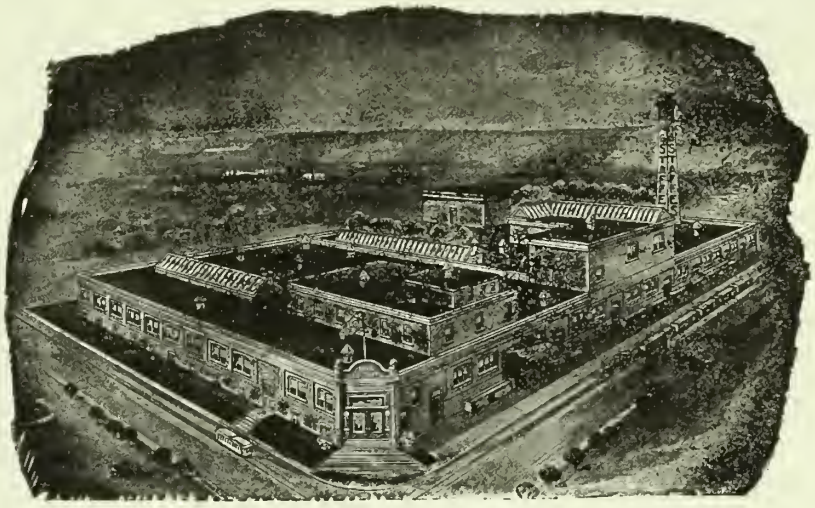
Victoria Paper & Twine Co.,
LIMITED
Wholesale Distributors
439 Wellington St. W., Toronto
Branches: Montreal, Halifax

WAGSTAFFE'S

New Season's 1919

Lemon
Orange
and
Citron

Caps or Cut Ready for Use.



THE MOST UP-TO-DATE CANDIED PEEL AND CRYSTALLIZED FRUIT FACTORY IN CANADA

WAGSTAFFE'S

Crystallized Ginger, Cherries and Assorted Fruits.

Plum Puddings and Mincemeat.

NOW READY FOR DELIVERY.

Order From Your Wholesale Grocer.

WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON CANADA

HOPS

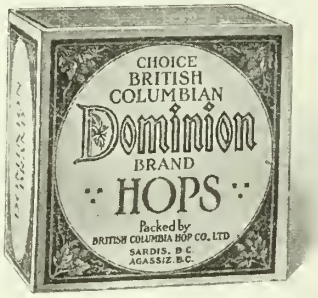
In Quarter and Half Pound
Full and Short Weight Packages

BUY DIRECT FROM THE PRODUCER

BRITISH COLUMBIA HOP CO., LTD.

Ranches located at Sardis, Agassiz, B. C.

Head Sales Office:
235 Pine Street
San Francisco,
California.



Largest Hop Growers in Canada

Write for Prices—Samples

Agents: for Western Canada, Donald H. Bain Co., Winnipeg, Man.
Ontario: Raymond & Raymond, London, Ontario.
Quebec: Arthur P. Tippett & Co., Montreal, Quebec.

DESICCATED COCOANUT

We import direct from our own mills at Colombo, Ceylon, and stand behind the quality of our goods. The prices we quote are rock-bottom. Let us quote you on your next requirements.

Our agents are:

Tees & Persse, Ltd., Winnipeg, Fort William, Regina, Saskatoon, Moose Jaw; Tees & Persse of Alberta, Ltd., Calgary, Edmonton. Newton A. Hill, Toronto, Ont.; E. T. Sturdee, St. John, N.B.; R. F. Cream & Co., Ltd., Quebec, Que.; J. W. Gorham & Co., Halifax, N.S.; C. T. Nelson, Victoria, B.C.

Dodwell & Co., Ltd.

Importers & Exporters

VANCOUVER

SNOWCAP PILCHARDS

Delectable and Dainty Hand Packed BY

The Nootka Packing Co., Ltd.

Packed in 1 lb. Talls and 1-2 lb. Flats
Sold by your jobber

EXCLUSIVE DISTRIBUTORS

Dodwell & Co., Limited
VANCOUVER, B.C.

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.

We are offering the best value in Rice on the Canadian market to-day.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcement appear on this page.

Squirrel Brand PEANUT BUTTER

BRITISH COLUMBIA

C. T. NELSON
GROCERY BROKER
165 Hibben-Bone Bldg., Victoria, B.C.
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Live men calling on retail trade.
VICTORIA - VANCOUVER.

KELLEY-CLARKE CO.
VANCOUVER, B.C.
GROCERY AND SALMON BROKERS
MANUFACTURERS' AGENTS
Offices also at Seattle, Tacoma and Spokane, Wash.; Portland, Ore.; San Francisco, Los Angeles, Cal.; Boise, Idaho; New York City.

B.C. Market?
We can place one or two good Specialty lines.
Our firm has back of it a 15 years' success reputation. We have a staff of aggressive salesmen and first-class storage and warehousing facilities.
Write us if you want real representation.
Little Bros. Ltd.
VANCOUVER

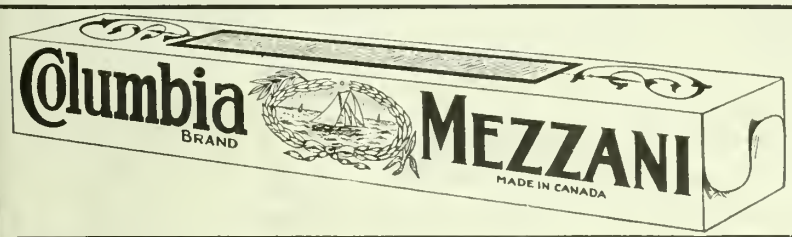
M. DESBRISAY & CO.
Salmon Canners and Manufacturers' Agents
VANCOUVER, B.C.
Our organization is equipped to handle any manufacturers' line.
Our salesmen get results.

PETER LUND & COMPANY
MANUFACTURERS AGENTS
Can sell, and if required, finance one or two additional staple lines for
British Columbia Territory
Interested manufacturers please communicate
505 Metropolitan Bldg. Vancouver, B.C.
Reference: Merchants Bank of Canada, Vancouver, B.C.

FOR REPRESENTATION
in B. C.
VENABLES & MERRYFIELD
525 Standard Bank Bldg. Vancouver, B.C.
Agents for QUAKER OATS CO.
We cover the RETAIL TRADE

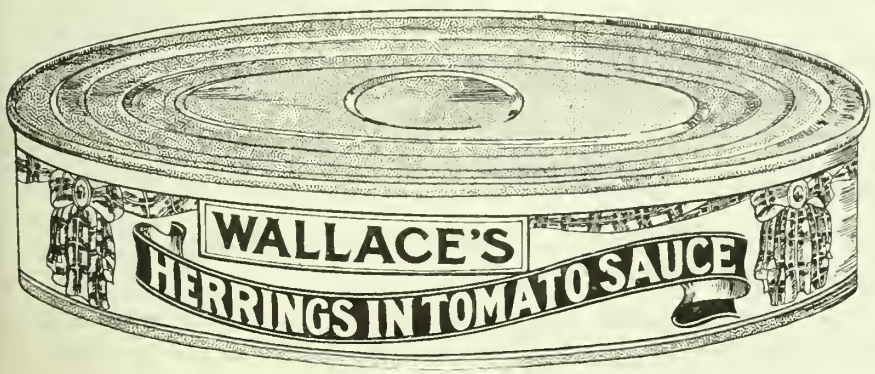
Say you saw it in Canadian Grocer, it will identify you.

EXCELLENT FACILITIES FOR SELLING AND DISTRIBUTING
FREE and BONDED WAREHOUSE
CAMPBELL BROKERAGE CO.
860 CAMBIE ST. - - VANCOUVER



MACARONI
The pure food that builds Muscle and Bone at small expense.
The Meat of The Wheat
Manufactured by the
Columbia Macaroni Co., Limited
LETHBRIDGE, ALTA.

WALLACE'S HERRINGS



Like Wallace's Salmon and Pilchards Give Splendid Satisfaction.

Your Jobbers Can Get Them For You

WALLACE FISHERIES LIMITED
VANCOUVER

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN PROVINCES

A. M. Maclure & Co.
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

Wholesale Grocery Brokers
Commission Merchants
410 Chamber of Commerce, Winnipeg
Personal attention given to all business entrusted to us.
Correspondence Solicited. Established here 1900.
GEORGE ADAM & CO.

ALEX. BAIRD LTD.
Manufacturers' Agents
300 Montreal Trust Bldg.
WINNIPEG, MAN.
Correspondence Solicited

C. H. GRANT CO.
Wholesale Commission Brokers and Manufacturers' Agents
810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

W. L. Mackenzie & Co., Ltd.
Head Office: Winnipeg
Branches at
Regina, Saskatoon, Calgary, Edmonton

Macdonald, Adams Company
Brokers and Manufacturers' Agents
Open to negotiate for new lines of Grocery Specialties in Western Canada
502 Avenue Building, Winnipeg

THE McLAY BROKERAGE CO.
WHOLESALE GROCERY BROKERS
and MANUFACTURERS AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

Mention This Paper When Writing Advertisers.

Donald H. Bain Co.

WHOLESALE GROCERY COMMISSION AGENTS

A sales force of competent men.
Ample capital—and the reliability that goes with it.
A record of results—and the prestige that follows it.
An energetic, result-getting organization—with satisfied clients to prove it.
Are all at your disposal if WE represent you.
Every branch a business in itself, directed by capable, experienced managers.
All varieties of Food Products.
If you want results get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER
ALSO AT 60 CHEAPSIDE, LONDON, E.C. 2, ENGLAND

Canada Food Board License No. 6—450

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.

The Largest in Western Canada

We are the largest Storage Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated Warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

Watson & Truesdale, Winnipeg

Have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRI-
BUTION

SIX HOUSES IN WESTERN CANADA

W. H. ESCOTT CO., LIMITED Winnipeg, Man.
W. H. ESCOTT CO., LIMITED Saskatoon, Sask.
W. H. ESCOTT CO., LIMITED Regina, Sask.
W. H. ESCOTT CO., LIMITED Calgary, Alta.
W. H. ESCOTT CO., LIMITED, Fort William, Ont.
W. H. ESCOTT CO., LIMITED Edmonton, Alta.

WHOLESALE GROCERY BROKERS, MANUFACTURERS' AGENTS, IMPORTERS

Consignments Solicited HEAD OFFICE: 181-183 Bannatyne Ave. East, WINNIPEG *Write Us*

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN CANADA

The House *of*

Scott-Bathgate Co., Limited

Founded on Service, Integrity and Reliability. Have an organization equipped to introduce your products in Western Canada.

Manufacturers should write us. Address:

140 Notre Dame Ave. E., Winnipeg

"Always On The Job"

The H. L. Perry Co., Ltd., 214-216 Princess St., Winnipeg

As your Selling Agents, we can make a big success of your Account.

STORAGE DISTRIBUTING FORWARDING

F. D. Cockburn Co., 149 Notre Dame Ave. E., Winnipeg

We represent some of the best manufacturers and will give your line the same attention. Pugsley Dingman & Co., Ltd. John Taylor & Co. and John Bull Mfg. Co.

ALBERTA

D. J. MacLeod & Co.

Manufacturers' Agents and Grocery Brokers

EDMONTON, ALTA.

Open to negotiate for new lines in Alberta. Our staff calls on wholesale trade and does detail work.

B. M. Henderson Brokerage, Ltd.

106-7 Adams Building, Edmonton, Alta.
(Brokers Exclusively)

Dried Fruits, Nuts, Beans, Jams, Cereals, Fresh Fruits and Vegetables.

SAY YOU SAW IT IN CANADIAN GROCER WHEN WRITING TO ADVERTISERS

WHEN WRITING TO ADVERTISERS KINDLY MENTION NAME OF THIS PAPER

PACIFIC CARTAGE CO.

C.P.R. Carters

Office: C.P.R. Freight Sheds CALGARY

Distribution of Cars a Specialty

Storage and Forwarding Prompt Service

Calgary Storage & Cartage Co., Limited

Warehousing and Distributing Our Specialty

Office: 304 11th Ave. East
CALGARY, ALTA.

A BRANCH HOUSE WITHOUT THE COST OF MANAGEMENT

The Regina Cold Storage & Forwarding Co. Ltd.

Regina - Saskatchewan

COLD STORAGE WAREHOUSING CAR DISTRIBUTION

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

T. M. SIBBALD & SON
GROCERY BROKERS
Agent for KELLOGG'S Toasted Cornflakes
Another Agency Solicited
311 KING ST. E. - TORONTO
Storage and Bonded Warehouses

MACLURE & LANGLEY
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

LOGGIE, SONS & CO.
Merchandise Brokers and Manufacturers' Agents
Grocery, Drug and Confectionery Specialties
Foy Building, - 32 Front Street
TORONTO - ONTARIO

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

EL ROI-TAN PERFECT CIGAR

OCEAN BLUE
In Squares and Bags

EVERY woman takes a pride in having spotlessly white household linen. OCEAN BLUE gives the best results in the easiest way.

Give **all** your customers the opportunity of testing it, and you will soon need to

Order more from your Wholesaler.

HARGREAVES (CANADA) Limited
The Gray Building, 24 & 26 Wellington St. W., Toronto.

Western Agents: For Manitoba, Saskatchewan and Alberta: W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon: Creedon & Avery, Rooms 5 and 6, Jones Block, 407 Hastings Street West, Vancouver, B.C.

EVERY DOG OWNER
throughout the World
Knows
SPRATT'S
DOG CAKES
and
PUPPY BISCUITS

Will you cater for those in your town?

Ask your jobber for them or write for samples and prices to

SPRATT'S PATENT LIMITED
Congress Street, NEWARK, New Jersey, U.S.A.
or
24-25 Fenchurch Street, London, England

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO
Canadian Food Control License Nos. 6-236/7/8

THE S. G. BENDON UTILITY CO.
Brokers and Commission Agents
30 St. Francis Xavier St., Montreal
Our Motto: Always at Your Service

JOHN E TURTON
Wholesale Grocery Broker
BOARD OF TRADE BUILDING
MONTREAL

Paul F. Gauvreau
Wholesale Broker
FLOUR, FEEDS AND CEREALS
84, St. Peter Street, Quebec
Am buyer of Peas, Beans, mixed Grain of all kinds. Mail samples and prices. Need big quantities to fill contracts.

For Representation in Montreal
J. C. Thompson Company
209 St. Nicholas Bldg.
We cover the retail trade

J. L. FREEMAN & CO.
Wholesale Grocery Brokers
ROOM 122 BOARD OF TRADE BUILDING - Montreal

MARITIME PROVINCES

GAETZ & CO.
MANUFACTURERS' AGENTS AND GROCERY BROKERS
47-49 Upper Water St., Halifax, N.S.

Established 1889
HOWE, McINTYRE Company
Grocery Brokers, Importers and Manufacturers' Agents.
91-93, Youville Square,
MONTREAL .·. CANADA

We Want Agencies for
FOOD PRODUCTS
For Prince Edward Island
BEST REFERENCES
J. C. Carragher Company
Charlottetown, P.E.I.

W.J.SHEELY
Grocery Broker and Commission Merchant
AGENCIES WANTED
CONSIGNMENTS SOLICITED
Bankers: Home Bank of Can.
St. Nicholas Bldg. Montreal

The Advertisers would like to know where you saw their advertisements—tell them.

Dominion Spring Clothes Pins

An excellent pin that will please the housewife. You can get a supply from any good Wholesale Grocer or Jobber.

The J. H. Hanson Co., Ltd.
244 St. Paul St. West, Montreal

BROOMS
BROOMS
BROOMS
BROOMS
Only the best material used.
See our traveller or write us direct.
ALTEN LOHNES
35 Queen St.
Charlottetown P.E.I.

It's the largest seller of any soap on the market

PALMOLIVE Soap is growing in public favor every day. Dealers featuring Palmolive have their selling efforts backed by persistent magazine, newspaper and billboard advertising.

There's a good profit on every sale of Palmolive — big enough to make regular displays very worth while.

Are you a Palmolive dealer?

THE PALMOLIVE COMPANY OF CANADA, Limited
TORONTO

(912)

White Swan Wheat Flakes

Something better in the way of a breakfast food

All the flavor and all the nutriment of the finest wheats are deliciously developed in White Swan Wheat Flakes.

Urge every housewife to try a package of these Wheat Flakes. You can be confident that her opinion of this delightful breakfast food will cause her to ask for it later by preference.

And you'll find White Swan Wheat Flakes a real money-maker.

White Swan Spices and Cereals, Limited
TORONTO, CANADA

By Appointment to H.M. King George V.

From War to Peace

The war restrictions on the shipment of Biscuits having been removed,

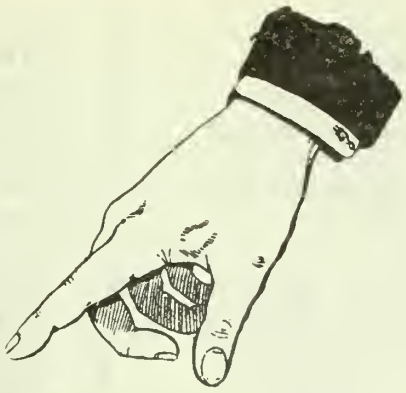
Huntley & Palmers Biscuits

are once again being sent to all parts of the world. They are of the same standard of

Unrivalled Quality

as in the past, and to prevent disappointment, the public should place their orders at once with their usual suppliers.

HUNTLEY & PALMERS LTD.
Biscuit Manufacturers
READING & LONDON
ENGLAND



Far-famed for Quality

"SALADA"

TEA

is now on sale in the following countries:

Algeria	British Honduras	France
Argentina	Belgium	Honduras
Bahamas	Canary Isles	Iceland
Barbados	Chile	Morocco
Bermuda	Columbia	Panama
Brazil	Costa Rica	Sierra Leone
British Guiana	Cuba	Venezuela

and, of course, throughout Canada and United States.

Beginning on the bedrock and in the face of deep rooted customs 27 years ago, Salada sales have increased year by year, gradually at first, and then with tremendous strides until it is now

The largest selling packet Tea in America

WE NEED SAY NO MORE to the wise trader.

You know the dollar that makes the most money for you is the one that turns over the most frequently.

"SALADA" TEA COMPANY

When at the Toronto Exhibition call in and see us

at 461 King St. W. We have an educational exhibit of real interest.

Every EUREKA refrigerator

is equipped with the Eureka patented cold dry air circulation system.

And

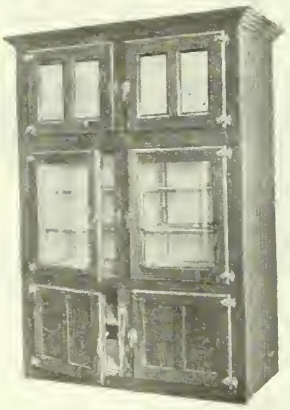
because of the system and of the conscientious construction of the Eureka Refrigerator, every inch of the cooling chamber is equally good for the successful conservation of perishable foodstuffs.

Ask a brother merchant who has one.

Satisfied customers our best ad.

EUREKA REFRIGERATOR CO., LTD.

Head Office: Owen Sound
Branches: Toronto, Hamilton, Montreal, Calgary, Halifax



No. 19
Eurek a Refrigerator

Once Used, Always Used

CREAM OF BARLEY, a delicious breakfast food, cooked in three minutes; a most healthful diet for youth and old age; the most sensitive stomach can retain it, and it is recommended by all the leading physicians. We are the originators and only manufacturers of CREAM OF BARLEY, PEARL BARLEY FLOUR for Babies and Invalids, and SISTER MARY'S PAN-CAKE FLOUR. Every package of CREAM OF BARLEY is guaranteed, and we say on label, "Use one-half package, and if not satisfied, return it to your grocer and he will refund your money." Our goods are recommended by Dr. McGill, chief analyst at Ottawa, so you take no chance when ordering goods from us. Our mill is the only exclusive barley mill on the continent. Use "CREAM OF BARLEY" and stop taking medicine, for it is the real Mackay and can be bought from all first-class wholesale grocers.

Our trade mark is registered.

MANUFACTURED BY

John Mackay & Co., Limited
BOWMANVILLE, ONT.

BODLEY'S

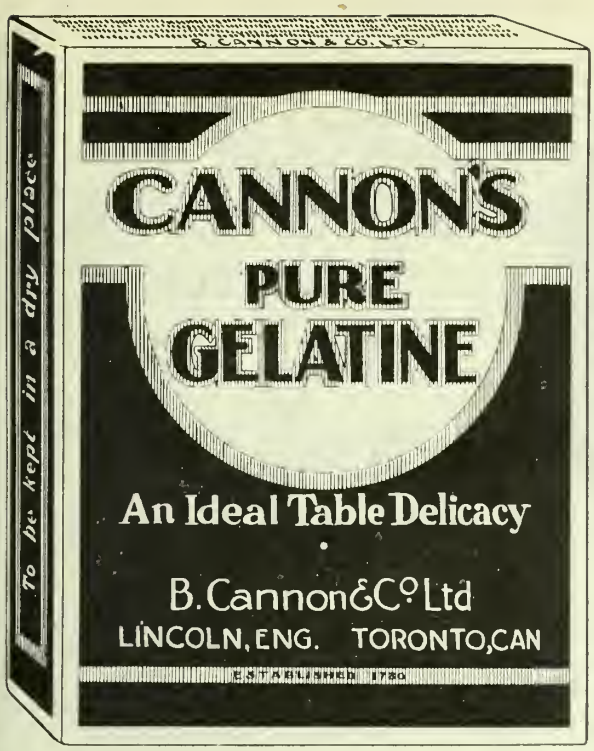
FRUIT AND POUND CAKE

A line of unexcelled quality.

Special size show cases for display.

Write for Price List.

C. J. BODLEY, LIMITED - TORONTO



On The Market

The above is a reproduction of the package we have adopted for the Canadian retail trade. Each package contains two envelopes of Gelatine sufficient to make two quarts of delicious jelly. Also a book of recipes, printed in both English and French.

Cannon's Gelatines are known the World over

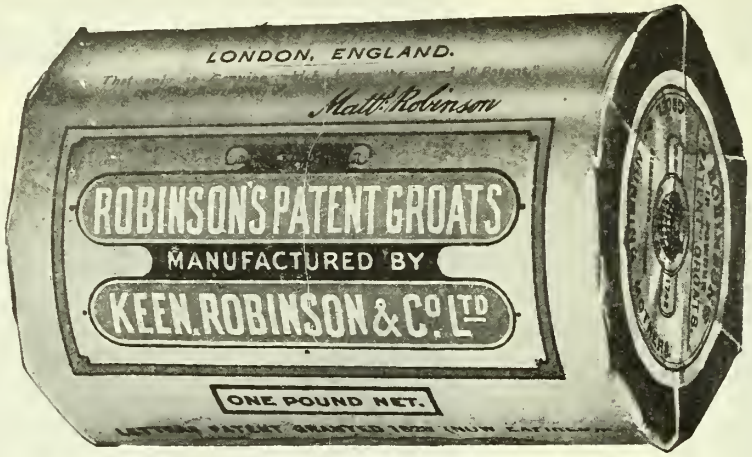
Distributed by

The Cannon Canadian Company, Limited

361 Sorauren Ave.,
TORONTO

81 Grey Nun St.,
MONTREAL

We will appoint agents for the Province of New Brunswick and Nova Scotia, with headquarters in St. John and Halifax, for the sale of our Products.—Applicants please write main office, Toronto.



You should never be without a good stock *of*

Robinson's "Patent" Groats

and

Robinson's "Patent" Barley

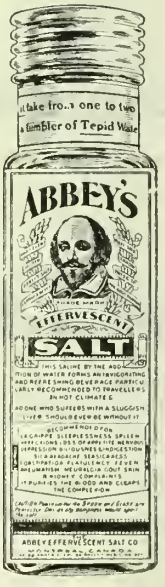
You realize the value of pushing lines that are widely known and appreciated everywhere as positively the Best Infants' Foods in existence.

MAGOR, SON & COMPANY, LIMITED

30 Church Street, Toronto — 191 St. Paul Street West, Montreal

Abbey's EFFERVESCENT SALT

Makes Life WORTH LIVING



There is no good business reason why every Grocer and General Store in Canada should not handle ABBEY'S SALT. It is a standard preparation for Headaches, Biliousness, Constipation, Indigestion, and to regulate the Stomach, Liver, Kidneys and Bowels.

It is well and widely known; has been recommended and prescribed by physicians for many years; and is advertised the year round in newspapers, magazines and street cars. It is sound business to handle such a paying proposition as ABBEY'S SALT.

ABBEY EFFERVESCENT SALT CO.
MONTREAL

CANADIAN GROCER

Vol. XXXIII. TORONTO, AUGUST 29, 1919 No. 35

Specializing in Fruit Helps Business

Brampton, Ont., Store Has Half-Century Reputation as a Fruit Trading Centre to Aid the Business—Other Ways of Building Business.

Ever since the store of James Dawson & Company, Bramoton, Ont., was opened upwards of 50 years ago, fruit has played an important part in its sales.

The late Charles Dawson was, in fact, the first man to ship apples in barrels to the Old Country.

This he did in the early sixties, a trade that afterwards developed into quite large proportions. Another son now carries on this export business, but the Dawson store also does a tremendous trade in fruit. "It is one of the biggest ends of our business," J. H. Dawson, manager of the company, told CANADIAN GROCER. "We make a specialty of fruit the year round.

"Two years ago we sold over 12,000 baskets of peaches, and some Saturdays, in the berry season, we have sold as many as 2,000 boxes.

Bulk Display a Sales Factor

"We pile it up in front of the store, so that people readily see it, and we are not long in disposing of it. We are also shippers of fruit, selling a lot of it in a wholesale way to surrounding towns and villages." The Dawson Company carries fruit and fresh vegetables the year round, making it a point to always have a choice stock of whatever is available.

A reputation in the fruit selling game, Mr. Dawson believes, has done much to stimulate the grocery trade. He finds that in getting the people coming to his store for fruits they invariably make purchases of general groceries.

Ice Cream Parlor Helps the Store

Mr. Dawson believes in catering to the public in as many lines as is consistent with the grocery trade. His ice cream parlor and soda fountain at the rear of the store is not only a very gratifying revenue producer on its own account, but is very productive in the way of creating new business for other goods. A good deal of "catch" trade is directly due to the ice cream parlor.

A Big Farm Business

Farm produce is also a big department in the Dawson store. Mr. Dawson told CANADIAN GROCER that for many years the company has been a heavy buyer of butter and eggs. "I have bought as many as 1,000 dozens of eggs on a Saturday. We pay cash for both butter and eggs. We often ship to Toronto as many as 2,000 dozens per week, besides what we sell in the store." Mr. Dawson does not ship butter on quite as large a scale as he does the eggs, as dairy butter is not bought as freely, the dealers preferring to buy direct from the creameries. As an indication of the type of business done by the store, Mr. Dawson pointed out that in sugar sales alone he averaged a car per month.

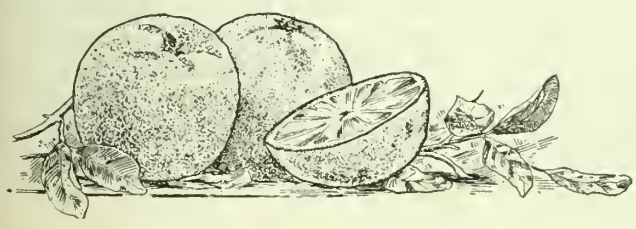
The business grew from a small concern, conducted in the cellar of an adjoining building, to the new and up-to-date quarters where they are now situated.

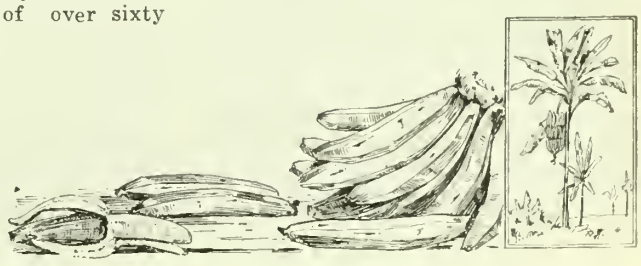
Over Half a Century in Business

It was in 1857 that the late Charles Dawson, father of the present manager of the store, first commenced business. Operations were then on a very small scale, but steady expansion has been the watchword of the Dawsons ever since their entry into the grocery trade, and down through a period of over sixty years progress and development has marked the conduct of the store. Today the annual turnover represents more than $100,000, and the clientele covers a very wide-spread community. The present premises are large and commodious, and the store is attractive to the eye, with its goods splendidly arranged, with the idea of making best display possible. The Dawson Co. employs a motor truck delivery, as compared with a push cart when the business was first started, thus providing ample evidence that this store has kept pace with the progress of the times. A staff of five is now employed to cater to the needs of the public. A large telephone business is done, and on Saturday, trade with the farming people adjacent to Brampton is on a very large scale.

Selling New Lines Helps Business

When asked by the CANADIAN GROCER representative to what did he owe the enormous business he is at present doing, he replied that, first of all, it is due to the fact that the firm has long been established, and had, many years ago, built up the reputation that attracts. Then, again, enterprising methods in the conduct of the store had served to create new business. The proper display of goods, pushing the sale of new lines as they came on the market, have had their place in the Dawson programme. It has always been the firm's endeavor to keep abreast of the times, and new ways and means of furthering and promoting trade readily appeal to the management of this store.





No Likelihood of 20-Cent Sugar

Present Situation as Regards Supplies is Stringent, But Delays in Shipments of Raws on Account of Marine Strike is Responsible

THE statement reported to have been made at the annual meeting of Canadian Wholesale Grocers in Ottawa last week, that sugar will see a price of 20 cents per pound before the season is over, is described as merely sensational by persons in a position to know. While the situation is generally viewed as stringent, and stocks are reported almost negligible in some districts, it is a temporary condition, and there is absolutely no ground for any such pessimistic statement.

Within the next month there will be an improvement, and supplies will be much greater. C. A. Pyke, in speaking of the assertion that sugar would reach the 20c figure, told CANADIAN GROCER that the Canadian Trade Commission had informed wholesalers that the Commission might be able to buy back from New York purchasers, sugar which had been sold for export. This sugar, Mr. Pyke stated, would have had to sell to the consumer around 15 cents. This condition may have been the basis for the prophecy of 20 cent sugar.

The marine strike has played a big part in the scarcity of supplies. Two refineries are closed down because they cannot get raws, and all are far behind in deliveries. But even with the present scarcity, more sugar has been consumed this year than last. Confectioners, bakers, and the public generally have had more abundant quantities. The situation in the United States is much the same as in this country, owing, of course, to the recent marine strikes. Referring to conditions, Willett and Gray, in their weekly Sugar Journal, state:

"The small Cuban exports for the week of only 19,514 tons to United States Atlantic ports, directly due to recent marine harbor difficulties in the United States, will cause a short period of light receipts at the Atlantic ports."

When it is remembered that in normal times, 58,000 tons are refined in the U. S. every week, the shortage in sugar is apparent in the light of receipts. Stocks in Cuba are heavier than for some years past, but this year there is to be taken into account the demands of such countries as Austria and Germany. Prices on Cuban raws for delivery next January, February and March are very high on the basis of $6.50 f.o.b. Cuba. Canadian refiners who advanced their quotations a fortnight ago have announced no further increases, but the Canada Sugar Refining Co., who did not put up their prices at the same time on Tuesday of this week, announced a jump of 45 cents per hundred, making the price 10 cents under the other refineries.

Teas Continue to Advance Steadily

Enormous Holdings in London Control Market—Heavy Stocks Being Held for a Price, so Market is Kept at High Level

DESPITE the fact that there was an advance in Ceylon last week of five cents on fine teas and 3½ cents on medium, there is no indication that tea prices have reached their limit. This week on top of the sharp increase just noted there has been a further advance of a penny on medium grades and a farthing on fines. For ten continuous weeks there has been a steady weekly advance in prices. Even though the war is over, and the freight situation somewhat improved, prices maintain their upward tendency. At their present figures they are at about the maximum price paid for tea, only for six weeks during the course of hositilities did tea prices exceed those at present in force.

Supplies Very Limited

But it is not entirely the high prices that are the disturbing factor. Even at these figures, it appears almost impossible to secure supplies. The head of one large tea house states that the situation is unusually serious owing to the fact that deliveries are so limited. Their agents are on the ground with a free hand in buying, but despite this fact, they are getting hundreds of pounds where they should be receiving thousands. The fine tea season is now at its height, and will soon be a thing of the past, and buyers are consequently anxious to purchase as heavily as possible, but despite this keen demand they are faced with a shortage of shipments, for which it is difficult to account.

London is usually the controlling market on tea, but it seems difficult to believe that London can be the factor that is making it so difficult to get supplies.

Enormous Reserve Stock

London is at present faced with an abnormal holding of teas. There is in store there some 180,000,000 pounds, whereas the normal stock holding at this time would be around 80,000,000, so that stocks are considerably more than double this market maximum requirements, and it is hard to understand the stringent conditions in production points in the face of this overloading of the great London tea market.

It may be, however, that it is part of a definite campaign to maintain tea prices on the part of the owners of this enormous stock. Such heavy supplies would naturally suggest easy market conditions, but the English holders are reluctant to face the possibility of a loss, and are consequently holding these stocks at firm prices, and only releasing at prevailing market figures, which, of course, would show them a profit.

Probable Effects

Just what effect these two factors will have on the local situation is rather difficult to state. The fact that these London stocks are being so firmly held has compelled other handlers to go into the primary markets and bid on the present strong markets for their supplies.

Teas at the present figure, will of course, not be in consumption for some time to come, so that any effect will be delayed for some time, but providing that British holders are not compelled to market their holdings at less than prevailing market figures, the indications would seem to favor a further advance in teas in the not very distant future.

Sharp Advance in Millfeeds

Supplies Are Very Scant and the Likelihood is That Quotations Will See Even Higher Levels

THE situation in millfeeds is one as to cause some concern among millers, and those accustomed to trading in the same. Indications point to a shortage in the coming months even greater than at present exists. Prices have advanced to new high levels in the past week, shorts being quoted at $55.25 and bran at $45.25 per ton. These are extremely high figures, but millers state that there is a very heavy demand in the face of scant supplies. Several factors contribute to this shortage. The fact that in Western Canada, principally Alberta, pasture was dried up for want of rain, increased the consumption of millfeeds to such an extent that it was impossible to conserve stocks through a season when cattle should be fed on pasture. Then again the crops of wheat, neither in Ontario nor in the West, are as plentiful as a year ago, and on this account it will take a larger amount of wheat in the manufacture of a barrel of flour. Some millers told CANADIAN GROCER that there is little likelihood of lower prices of millfeeds on this year's crop, and all indications pointed to even higher quotations ruling in the coming months.

New Wholesale Grocers' Association Organized

First Annual Convention is Held in Ottawa—Hugh Blain, of Toronto, is Elected President—Next Meeting Will Take Place in Toronto

THE Canadian Wholesale Grocers' Association at their convention in Ottawa last week decided to appoint a committee of six to meet a committee of a similar number from the Retail Grocers' Association for the purpose of discussing differences and questions of mutual concern to both organizations. The convention was attended by 95 per cent. of the wholesale grocers in Canada, and a new organization was formed, embracing the entire Dominion from coast to coast under a special charter.

Hugh Blain, of Eby-Blain, wholesalers, Toronto, was elected president. The association decided to hold its convention next year at the same time, in Toronto. Winnipeg delegates made a big effort to secure the convention for the Western city, but Toronto won out. Considerable time was spent in drafting by-laws and constitutions, and among other things, it was decided to draw the attention of the proper authorities to what the wholesalers term is unfair discrimination, in favor of the big packers on the part of distributors. It was generally agreed that transportation accommodation could be improved.

W. F. O'Connor, vice-president of the Canadian Board of Commerce, at the request of the convention, attended and explained the clauses of bills Nos. 166 and 167, giving the members of the association the fullest possible information regarding the working of the new acts.

ZEPHERN HERBERT,
president of Hudon Hebert, Montreal, elected 1st vice-president of the Canadian Wholesale Association.

The officers and executive committee follow: Hugh Blain, Toronto, president; Zeph. Herbert, Montreal, first vice-president; S. C. Burton, Regina, second vice-president; G. E. Barbour, St. John, third vice-president; T. H. Kinnear, Toronto, treasurer; A. C. Pyke, Toronto, secretary.

Executive committee: Robert Kelly Vancouver; H. C. Wilson, Victoria; John Horne, Calgary; R. G. Bradley, Edmonton; T. B. Jones, Regina; J. T. Miller, Regina; H. B. Gordon, Winnipeg; A. O. Marrin, Winnipeg; H. W. Chamberlain, Ottawa; W. G. Lumbers, Toronto; A. H. Wetmore, St. John; A. F. Randolph, Fredericton; J. L. Wilson, Halifax; James McConnell, Sydney; A. Chaput, Montreal; J. S. Royer, Quebec.

A. C. PYKE,
Toronto, secretary of the newly-organized Canadian Wholesale Grocers' Association.

U.S. TO HAVE INCREASE IN SUGAR PRODUCTION

Cane Sugar Estimates Show Heavy Falling Off, But Heavy Beet Sugar Crop Makes up the Difference

The sugar season of 1919-20 begins with a forecast of production of about 1,100,000 short tons, made by the Bureau of Crop Estimates of the United States Department of Agriculture, or about 73,500 tons more than the average of the preceding six years, during which time the total of the two crops of beet and cane sugar has slightly exceeded 1,000,000 tons every year except in 1914-1915, which is higher than the record crop of 1915-16, by nearly 75,000 tons and is above average of the preceding six years by about 169,000 tons, but the cane sugar crop this year is forecast at only 159,069 tons, compared with which is the average of about 254,500 tons of the preceding six years. During many years the cane sugar crop of only 1915-16 has been lower, and of only 1912-13 has been nearly as small. The low prospects of this year's crop at the date of July 1 are due to a wet, cool spring and to a somewhat low acreage. In recent years cane sugar has usually been about one-quarter of the total of cane and beet sugar produced in contiguous United States, but this year the prospect is that it will be only about one-seventh.

The area planted to sugar beets this year is the largest one on record and, it is estimated, reaches 890,400 acres, or 200,700 acres more than last year and 83,800 acres more than the largest previous area, in 1917. The condition of the crop July 1 was low on account of adverse weather conditions.

United States Enlarges Food Control Bill

Will Investigate Conditions in Foods and Clothing and Sundry Allied Lines—Provides Serious Penalty for Profiteering

ON Friday last the United States Government passed the amendment to the Lever Food Control Act to extend its powers to include clothing, containers of food, feed or fertilizers, fuel oil and implements used in the production of necessities, and to penalize profiteering by a $5,000 fine or two years' imprisonment.

Not to Consider Rents

Proposals to make the act apply to profiteering in house and room rents adopted by the House in Committee of the Whole were stricken out in the final vote.

Efforts were made by both Republicans and Democrats to have the amendment's provisions cover necessities other than those included in the amendment as reported by the Agricultural Committee. Inclusion of kerosene and gasoline was proposed by Representative Strong, who said the prices of these products had increased 300 per cent. in the last two years, but his amendment was rejected by a close vote, while a motion to include raw cotton was eliminated on a point of order.

Farmers' Feed for Investigation

Attempts to bring farmers and farm organizations within the jurisdiction of the amendment were also blocked.

Recommendations of Attorney-General Palmer to include retailers doing a business of less than $100,000 under the profiteering section, so that the Department of Justice might "go after the little ones," were included in the measure as passed.

Enormous Demand for Raisins

California Crop Will be a Heavy One, But so Far Only 50 Per Cent. of Bookings Have Been Confirmed

THAT there will be an increased production of raisins this year is the opinion of the Universal Importing Co., Quebec representatives for the California Associated Raisin Co., and whose manager, A. S. Radofsky, stated some views to CANADIAN GROCER, which will be of interest to the Canadian trade at this time. What the actual yield is will depend very materially upon weather conditions, of course, but the present indications are quite favorable, taking a broad view of the whole situation.

Reports have been circulated to the effect that prices their year would be far in excess of the highest levels of last year. Mr. Radofsky states distinctly and decidedly, that as far as his principals are concerned, prices will be kept within bounds, and that these will not be more than one cent to one and a half cents per pound above the markets of 1918.

Immense Increases

The objects of raisin growers has been that of increasing production, said Mr. Radofsky, so that prices might be controlled. So great an increase has been attained already that it is expected this year that from 175,000 to 200.000 tons of raisins will be marketed. This will be the largest crop yet produced, which will be the means of giving the producers an increased revenue and so cut the cost of the product per pound. Given a good yield, as is now promised by the prospects already referred to, the market prices should not, it is thought, greatly exceed those for the past year.

An Important Point

One of the important elements in the program of raisin growers the past season was that of popularizing the raisin, stated Mr. Radofsky. This has been accomplished to a very considerable degree through extensive advertising, and as a result of which raisins have come to be used in new ways not in general recognition before. The results attained have been gratifying, increases being made from 50 to 100 per cent., or perhaps even more, in the consumptive demand for use in new ways now in general recognized more and more as a commodity possessing much food value, and a greater use this year, by the masses, of raisins, will be one of the factors in exercising price control.

An important additional element that should be mentioned, is that of the fixed price at which growers have agreed to market their production. This gives the grower, this year, the assurance of getting around $40 per ton for his crop. In addition to this, he may get more, depending upon the overhead charges of operation and marketing. These have been allowed for in making the foregoing estimate that prices will not exceed one and a half cents more than those of 1918. One of the most outstanding features of the producers for which Mr. Radofsky is representative, is that of continuing to market increasing quantities of raisins at prices which will meet with popular favor. For, as he pointed out, if these prices to the consumer go beyond a certain point, consumption will decrease. The aims would be defeated.

It was further pointed out that prospects are excellent for a heavy peach yield this year. It will be a factor in price control, and the quotable basis for the season now being entered upon will probably not be so high as first indications suggested. Without question there will be a large demand for all that may be produced, no matter what the yield is, but it is encouraging to note that the present outlook is a hopeful one.

Although Mr. Radofsky predicts the probability of lower prices, as above outlined, he points out that there will not be enough supply to go around, because of the big export demand. It is simply a question, he states, of who gets in first.

United States Sets 1 Cent Margin on Sugar

Must Wholesale at 10 Cents and Retail at 11. Merchants Exceeding These Profits Will be Heavily Fined

THE active control of sugar prices in the United States was resumed on Thursday of last week after it had been agreed between the Department of Justice and the Food Administration that licenses would be revoked when it was shown that dealers had been profiteering.

It was announced that: Sugar should reach the consumer at approximately 11 cents a pound. This figure is based on the fact of the ownership of the entire domestic and Cuban crop by the United States Sugar Equalization Board which is selling to refiners at 7.28 cents a pound. The wholesale price was set at 10 cents. Those prices are considered fair, and if the statement of the department is to be taken at its face value those prices will be insisted upon and jobbers or retailers exceeding the limit will be charged with profiteering, and this in face of the fact that Herbert Hoover, as the late food administrator, allowed retail grocers 1½ cents profit.

By this ruling, which seems likely to be vigorously maintained, the grocer will be permitted in the United States a bare 10 per cent. gross profit. "Ten cents a pound is a fair wholesale price. The additional penny should be enough profit for the retail dealer," says Assistant Attorney-General C. B. Ames. "Dealers charging more will be investigated." Moreover, consumers who are charged more are asked to write to the Department of Justice, Washington, or to the nearest United States district attorney. Already two convictions have been obtained, one at Pittsburgh and one at Binghamton, N.Y., where the dealer was fined $500.

Opening Raisin Prices Named

1919 Quotations Show Enormous Advances Over Opening Figures a Year Ago, in Some Instances Approximating 100 Per Cent.

The opening prices on the new California raisin crop are announced by the raisin association. They show very substantial increases over the figures of a year ago, as reference to the appended price comparisons will indicate. The advance in some instances represents almost one hundred per cent. The prices following are on the basis, f.o.b. California:

	1919	1918
Fancy seeded, 16 oz.	0 15	0 08⅝
Choice seeded, 16 oz.	0 14½	0 09⅛
Fancy seeded, 12 oz.	0 11¾	0 07¾
Choice seeded, 12 oz.	0 11⅜	0 07⅜
Bulk seeded, fancy	0 14¼	0 08.85
Do., choice	0 13½	0 08
Thompson's seedless, bulk, re-cleaned, 25s	0 14½	0 09¼
Thompson's 12 oz., seedless	0 12⅛	0 08
Thompson's 16 oz., seed'ess	0 15½	0 09.90
Crown Muscatels, No. 1	0 14	0 08½
Do., No. 2	0 13¼	0 07½
Do., No. 3	0 13¾	0 08
Do., No. 4	0 14¼	0 08¾

The enormous demand for California raisins this year will exceed all previous business, according to advices received by importers in Toronto. Only fifty per cent. of the bookings have been so far confirmed. Inquiry from Europe and the British Isles is already of a very extensive character, and it is this heavy export demand that is going to render the market very strong. Indications point to a big crop, but it will be more than taken care of by the excessive business that is now being booked. The fact that only 50 per cent. of the orders have been confirmed is sufficient evidence as to what the requirements will be. It is not likely that there will be any great quantities of Spanish raisins reach this country this year, and furthermore the prices on the same would be almost prohibitive, discouraging sale of them on any large scale. Present stocks among wholesale houses are not large, but in certain varieties are sufficient to meet the demand.

High Prices are Universal Now

They Are so Because the Price Increases Start at the Actual Point of Production, With the Result That They Have Affected Every Country—Peace Conditions Have as Yet Had Little Influence, and There Are Few Declines

THE advance of prices is not confined to Canada or to America or to the countries which participated in the war. It has been world wide. Nor has it occurred exclusively in the products required for war purposes, nor for the use of the millions engaged in the war. Practically every article entering international trade has advanced in price in the country in which produced, irrespective of their proximity to the war area. Nor have prices been reduced to a perceptible degree in any part of the world since the close of the war. There are, of course, a few exceptions to this general rule, but they are so few and so plainly due to peculiar conditions that they "prove the rule" that the advance has been world-wide, and that the termination of the war has not reversed the movement or at least caused any material decline in any considerable proportion of the important articles of world production and world consumption.

The extent of the increases in world prices and their distribution to all parts of the globe irrespective of relation to the war area is illustrated in the compilation by The National City Bank of New York, showing the 1919 prices in the country of production of the principal articles forming the international trade of the world and comparing these 1919 prices with those of the same month preceding the war. In the distant Orient, in the tropical world, in the interior of Africa, Australia and South America, and in the islands of the Pacific, the prices demanded for the articles offered for exportation have been and still continue to be far above those of the pre-war period, the advances ranging 50 per cent. to 100 per cent., and sometimes 150 per cent.

Some Interesting Figures

Rice, for example, cost in the country of production 7.2c per pound for that imported in December, 1918, as against 2.6c per pound for that imported in the month preceding the war, July, 1914.

Walnuts, which were sold at the producing points in France at 9c a pound in 1914, brought 35 cents a pound on the same market in 1919. Cheese, which sold at 16 cents in 1914, reached 47 cents in 1919. Tea at the plantations brings 24 cents instead of 19, while sugar cane increased from 2 to 5 cents. Nor were these increases only noticeable in foodstuffs. Nitrate of soda, drawn chiefly from Chile, for which the war demands ceased at the date of the armistice, cost in the country of production $57.40 per ton for that imported in May, 1919, against $26.65 per ton for that imported in the month preceding the war. Raw silk, of which we obtain our entire supply from China and Japan, cost in those countries an average of $6.12 per pound for the imports of the closing month of the war, and $3.84 per pound in the month preceding the war. Goat skins imported from China, India, Mexico and South America cost in those countries an average of 62.8 cents per pound for those reaching the United States in May, 1919, against 24.5 per pound for those imported from the same countries in the month preceding the war. Flaxseed, imported chiefly from Argentina, and not an article demanded for war purposes, cost in the country of production $3 per bushel for that reaching us in January, 1919, against $1.47 per bushel paid for that imported in July, 1914. Mattings for floors, imported chiefly from Japan and China, cost in the countries of production 26.4 cents per square yard for the quantities reaching the United States in May, 1919, against 9.1 cents per square yard for the quantities which reached us in July, 1914. Jute, imported from India, cost in that country $172.75 per ton for the quantity imported into the United States in March, 1919, against $49.56 per ton for that imported in the month preceding the opening of the war.

Comparative Figures

Curiously, too, the prices of many articles continue to advance without reference to the fact that the war has terminated. The following comparative figures are based on the wholesale price of articles in the markets of the countries from which imported, for unit of quantity stated:

	Unit	1914 July	1919 May
Macaroni, etc.	lb.	$0.04	$0.11
Rice	lb.	.026	.06
Rice flour, etc.	lb.	.019	.051
Wheat	bush.	.678	1.95
Flour, wheat	bbl.	4.065	9.58
Bristles, etc.	lb.	.932	1.58
Nitrate of soda	ton	26.65	57.40
Coal, bituminous	ton	2.96	5.31
Cocoa, crude	lb.	.104	.114
Coffee	lb.	.111	.167
Copper, pig, etc.	lb.	.140	.138
Cotton, raw	lb.	.147	.376
Cotton, unbleached	sq. yd.	.145	.253
Cotton, bleached	sq. yd.	.155	.385
Cotton, colored	sq. yd.	.179	.434
Eggs	doz.	.155	.233
Flax	ton	309.43	1,125.18
Hemp	ton	181.35	557.24
Jute, jute butts	ton	49.56	122.58
Manila	ton	204.25	310.41
Sisal grass	ton	126.66	308.08
Binding twine	lb.	.080	.209
Cod, haddock, etc.	lb.	.038	.097
Herring	lb.	.032	.058
Mackerel	lb.	.049	.137
Bananas	bunch	.334	.413
Currants	lb.	.039	.124
Figs	lb.	.032	.102
Almonds	lb.	.339	.341
Peanuts	lb.	.037	.079
Walnuts	lb.	.090	.356
Calfskins	lb.	.253	.484
Cattle hides	lb.	.184	.253
Goat skins	lb.	.245	.628
Sheepskins	lb.	.180	.370
India rubber	lb.	.465	.405
Pig iron	ton	34.50	60.31
Bar iron	ton	23.61	173.92
Steel, ingots, etc.	lb.	.031	.171
Tin plates	lb.	.32	.191
Mats for floors	sq. yd.	.091	.264
Beef, fresh	lb.	.086	.180
Cheese	lb.	.164	.473
Oils	gal.	1.27	1.85
Seeds	bush.	1.47	2.44
Silk, raw	lb.	3.84	5.90
Champagne	dz. qts.	16.76	19.05
Sugar, cane	lb.	.0215	.056
Tea	lb.	.198	.243
Tin, in bars, etc.	lb.	.348	.708
Tobacco, leaf	lb.	1.25	1.93
"	lb.	.467	1.20
Beans	bush.	1.56	3.14
Onions	bush.	1.07	1.69
Potatoes	bush.	.814	1.05
Pulpwood	cord	7.19	9.74
Boards, deals, etc.	M ft.	19.46	30.03
Wood pulp, grd.	ton	16.35	25.14
Wood pulp, unbl.	ton	36.95	80.53
Wood pulp, bl.	ton	49.20	107.36
Wool, unmfd., cl. 1	lb.	.279	.474
Wool, unmfd., cl. 2	lb.	.244	.240
Wool, unmfd., cl. 3	lb.	.167	.422

GRAPE GROWERS ASK $100 A TON

This Price Figures Out at 42½ Cents a Basket in the Vineyard, Which Means High Prices for Everyone

The Niagara district grape growers' representatives have returned from an investigation of the grape situation in New York State, and report that grape growers there are asking $125 a ton to start with, and with a light crop expect to raise to $150 a ton. The Niagara District Grape Growers' Association are holding for 42½ cents per basket, or $100 a ton. A general meeting of all grape growers will be held in St. Catherines, Ont., Saturday, to decide the question of prices.

CUBA WANTS HIGHER PRICE FOR SUGAR

A resolution which would authorize the President "not to permit the exportation of sugar corresponding to the 1919-1920 crop at a price less than 6½ cents per pound free on board" has been presented in the House of Representatives of Cuba.

The resolution was presented in view of the fact that another resolution which sought to place control of sugar and tobacco exportation in the hands of the Government, had not been received with absolute favor by the Representatives on either side of the House.

The resolution refers only to sugar, tobacco having been eliminated from its provisions. The new resolution is considered more moderate than the other, but it is said to have been drawn with the same end in view.

Merchant and Farmer are Teammates

How the Merchant Can Help the Farmer, and the Farmer the Merchant, and Both Aid in Building Up the Community in Which They Live—Some Interesting Viewpoints on a Very Vital Question

An address by Fred C. Middleton of the Social Service Council of Manitoba, delivered at the recent R. M. A. Convention at Brandon, Man.

FRED C. MIDDLETON, secretary of the Community Organiaztion Department of the Social Service Council of Manitoba, dealing with the important and interesting question, "Merchant and Farmer—Community Team Mates," said:

Hopkins Moorehouse, in his very interesting book, "Deep Furrows," faces the question as to whether continued co-operation among farmers in the buying of household and farm supplies does not mean that the country retailer will be forced out of business. He maintains that such a result would be disastrous. "The country retailer," he says, "is pulling on the other end of the whiffletree with the farmer for community progress. Each is necessary to the other, and it is a vital matter if the co-operation of the farmer is going to kill off a teammate."

Team-mates! How true that is. Yet how little of team-work is actually done in most rural communities by merchant and farmer; how much of misunderstanding, suspicion and ill-will there seems to be, and what serious results are following such lack of team-work! The depopulation of the towns and villages in Manitoba has been going on for at least ten years—and that in spite of the fact that the area of land under cultivation and the number of resident farmers have increased. And, of course, the cities have increased their population, until to-day in an admittedly rural country we have 56 per cent. of our people living in four cities. The attractiveness of the social life of the rural centres suffers accordingly.

But what connection is there between depleted towns and villages and lack of co-operation between these community teammates, the merchant and farmer? A very intimate connection. The people move into the cities not only because of the attraction of the "bright lights," but because they get employment there. Now, it is evident that the city should be the transportation junction, the manufacturing centre, and the wholesale distributing point for the country, but it is not at all necessary that so much of the retail business of the country should be done in the city as is being done. It is the fact that so much of the retail business of the local community is done through city retailers that is forcing population out of the country town. Figures for the fiscal year ending March, 1917, show that in ten towns in Manitoba, none of which have a population of over 300, no less than $400,000 of business was done through the money order department of the Post Office. If we add a similar amount for the orders sent through banks and express companies we have the surprising total of almost one million dollars' worth of the retail business of the community transacted in the city instead of through the local merchant, an average of $100,000 per year for each little town. What a boost it would give the population of these towns if that million dollars of business were done at home, and what an impetus it would give to the place as a social centre!

Well, who is to blame for this state of affairs? Why does not more community business flow through community channels? The merchant is partly to blame. First, his business methods are often out of date and inefficient, especially in the matter of buying, bookkeeping, advertising, and displaying of goods. A recent survey conducted by a member of the University Extension Department revealed the fact that out of 591 merchants passed in review, no less than 80 per cent. were judged inefficient. Such merchants cannot expect "home loyalty" to overlook inefficiency. Second, the merchants, again, have not yet learned to co-operate with each other, and hence it is small wonder that they do not co-operate with the farmer. It is true that co-operative buying has been started on a small scale by some Manitoba merchants, but in too many places it is still the rule for three local merchants to each get in one-third of a carload of goods by local freight, instead of clubbing together and securing the advantage of carload lots. More co-operative buying must be done, too, by the wholesalers who supply these retailers. The mail order house buys the whole product of a factory—why should not two or three jobbers co-operate and do the same? If they did it would allow their retailers to compete with the mail order house in price. A third fault of some merchants is their unwillingness to meet the farmer half-way. Carload lots of apples, twine, salt, sugar, etc., could often be handled through the local merchant if he was willing to unbend a little. Many farmers will agree with H. W. Wood, president of the United Farmers of Alberta, in the following statement: "The local merchant gives us a local distribution service, a service which has to be given. . . If he will co-operate with us to put his business on a legitimate basis we are willing to quit trying to do business ourselves, for we want to farm, not to go into business."

But of these two team-mates for community progress, the merchant is not the only one to blame—the farmer also stands condemned at least on three counts. First, he is still very much of an individualist and is not yet willing to fully co-operate with his fellow-farmers. A case in point is the attempt made last fall to control the wages of harvest help. A maximum of $5 per day was agreed upon—but how did it work. Well, it did not work at all. What was the trouble, the outrageous demand of the harvesters? No, the failure of the farmers to stand together. I personally secured two men for a farmer friend and sent them out to Neepawa, engaged at $5 per day, but they never reached there. Why? Well, at some place along the line a farmer met that train and something like the following dialogue occurred between him and the Galicians I had sent out: "Where you go?" "I go Neepawa." "How much you get?" "Five dollars a day." "I give you five-fifty." "All right, mister, I work for you." Small wonder that such a farmer fails to co-operate with his local merchant; for mark you, it was the farmer, not the Galician who was to blame for that rise in wages. Second, the farmer is not fair, either, in the comparison he makes between local prices and those he receives through carload or mail order shipments. He wants to buy a dollar's worth of goods at carload prices and fails too often to add to mail order prices the cost of stamp, money order and freight. In the third place the farmer stands condemned because he often uses the merchant as a convenience for rush orders and fall credit, and sends out his cash to the city retailer.

So, partly because the merchant is to blame and partly because the farmer is to blame, community business fails to flow through community channels. As a result stores close up, people move out, and social life stagnates. No wonder under such conditions young people press into the cities. Can conditions be improved? Can the gulf be bridged between these two essential factors in rural life? I believe they can.

In the first place, the merchants must measure up to the demand for efficiency and service; more of them must take advantage of the salesmanship and other courses being provided by their own association and the university; they must stop "knocking" the mail order houses and copy their efficient methods; they must buy co-operatively and see that their jobbers buy co-operatively. If it is true, for instance, that a mail order house can sell retail at a lower price than the local merchants can buy wholesale, there is something wrong somewhere; and I fancy it is not with the mail order house, but with the local merchants and their jobbers. Finally, they must establish more cordial relationships between themselves and their customers. There must be some "get-together" agency through which farmer and merchant can learn to understand each other better and acknowledge their mutual inter-dependence.

Such a medium I believe will be found in the Community Club, which is a neighborhood organization through which farmers and merchants, and, indeed, all sections of the community, may learn the art of living together in the spirit of the second commandment and the golden rule. To love your neighbor as yourself, to do unto others as you would that they should do to you—that is the challenge that comes to you to-day. To sympathetically co-operate and unselfishly serve—that is the call of the new day.

The Community Club provides the medium through which this call may be answered, through which this challenge may be accepted. It is an organization that takes in the whole community, the basis of membership being citizenship. There are usually many other organizations in the town and district, but they are all sectional. The Board of Trade takes in the retail merchants and other business men, but excludes anyone else. The Grain Growers' Association takes in farmers only; the Home Economics Society takes in women only; the lodges recognize only initiated memhers who have taken the degrees and whose dues are paid up ;the churches appeal to those only who are members or adherents of their particular denomination. And so it goes—every one of these organizations, from its very nature, sectional; and, indeed, consciously or unconsciously, each acts as a divisive element. We seek to overcome this defect, and a glance at the picture of the community wheel will illustrate how we propose to do it. There are eight spokes in this wheel, representing eight factors in the average community. Hitherto these organizations have worked along parallel lines, each seeking to carry on their own work without much thought of their relation each to the other, or to the community as a whole. The Community Club movement seeks to have them move along concentric lines, all working toward a common centre, the good of the community. It seeks to remind the farmer, the school teacher, the merchant, the preacher, that while they may have a special work to do through their own organization, they are a part of the whole community, and must share in the community tasks.

The general work of the club is outlined in the duties suggested for the five standing committees—Public Forum, Better Business, Public Health, Young People, and Recreation. If these committees do their work properly the whole community will soon learn to "think together, work together, and play together," which is the slogan of the club. You will be particularly interested in the work suggested for the Better Business Committee. I will read that as it appears in the suggested constitution:

"This committee shall be composed of farmers and business men and shall take under review the following:

"(a) Local marketing conditions and possible improvements; good roads campaign.

"(b) The wisdom of establishing a flour mill, a creamery, a market garden, or any other local enterprise.

"(c) Better methods of buying and selling by the local merchants.

"(d) Better methods of fire protection.

"(e) Sympathetic co-operation between the farmers and merchants of the community.

"(f) Better credit facilities for farmers by local banks.

"(g) Helping men on rented farms to become owners."

Many of the suggestions outlined here have been attempted before, but the trouble has been that the attempt has not been made by farmers and merchants together.

That it is possible to get these teammates pulling together is shown by a reference to the personnel of the executive committees of fourteen out of the twenty-five clubs for which I have data. In these fourteen clubs there are eighteen farmers, fifteen merchants, eight preachers, eight bankers, six school teachers and three editors among the officers.

Team-mates? Yes, the farmer and merchant can be such, they ought to be such and here is a medium through which they may learn to become such.

Opportunities Being Lost Through Failure to Get Most Out of Advertising

RETAIL merchants in attendance at the Brandon convention of the Manitoba Association were thoroughly awakened to what they are missing by failure of Canadian manufacturers and jobbers to assist them with selling helps.

The jolt was administered by F. H. Mann, president of the North Dakota Retail Merchants' Association, who electrified his auditors with a talk on advertising in which he described the excellent co-operation being furnished merchants in the United States. He exhibited a great many posters that were being furnished to merchants across the line to be mailed to their customers, and to be used for window and store display. Practically all of these posters were printed in two or three colors and were so attractive in design and general make-up as to furnish a strong buying appeal.

Holding up a very classy poster put out by McDonald Bros., of Minneapolis, showing some striking illustrations of enamelware, Mr. Mann said: "This poster was originally designed to sell the merchant. When the firm sent one to me I was so struck with it that when I went down to the big city the following week I visited the firm and I told them that their poster had quite convinced me as to the merits of their goods, but what I was most interested in was how I was going to let my customers know about it. I suggested to them that they print 2,500 of the circulars with my name and the retail price upon them and furnish them to me at cost price. I promised to take two crates of their goods if they would do that. They said they had never done it before, but the idea caught them and I got the circulars. I featured the goods in the window with the posters prominently displayed; used a mat they gave me to advertise in the newspaper, and sent out the 2,500 circulars to my mailing list. We cleaned out the two crates very quickly, and I sent in my order for more. It was an education to that firm, and they immediately began to work this selling idea with other merchants. I bought 25 sets of dishes from another firm under the same arrangement of being furnished with handsome posters for mailing with such success that the scheme was immediately put into effect in the suburbs of Minneapolis, with the result that the merchants there purchased posters to the value of $1,200."

Mr. Mann went in to tell about the mailing list he has established for boys and girls, and in this connection exhibited another fine poster furnished by an eastern firm illustrating wooden things on wheels, such as kiddie cars, wagons, etc. When the boys got these posters, he said, they simply worried the old man until he came down and bought one of those carts. A boy thinks he is a real little man when he gets a personal letter from our store.

The speaker went on to display posters on sweaters, hardware and groceries sent out as selling aids by manufacturers and told of the cuts supplied free to merchants for newspaper advertising. He showed one circular illustrating a line of goods known as "Little Togs" for children, which he said brought in big returns. All of these circulars bear the printed name of the Mann store and the retail prices plainly marked. The impression given the customer was that these handsome circulars showed typical enterprise on the part of the store. There was nothing to indicate that they had been prepared by the manufacturer or jobber.

One large wholesale grocer produced and sent out to the merchant hundreds of four-page folders in July of each year bearing the inscription, "Harvest and Threshing Season ants." The folder was printed on chrome colored paper, and carried a picture of a harvesting scene. It also carried the merchant's name, and a detailed list of goods marked at retail prices.

"There is not a town of 100 population in Western Canada where modern merchandising methods cannot be established," said Mr. Mann. "If they haven't got a newspaper they can mail out their advertising. I am a booster for the newspaper. It is the greatest business-getter we have, and I cannot understand why so many merchants are losing the wonderful opportunities afforded through this medium. I have a newspaper friend in a small town in North Dakota whose paper comes to me regularly, and one day I sat down and wrote him. I said, 'Charlie, for goodness sake take that big ad. off your front page that hasn't been changed for the last four months. If you don't it will ruin your business.'"

Mr. Mann showed a copy of the ad. referred to and published in a June issue of the paper. It read, "Our new spring stock is arriving every day, come in and make your selection." "That ad.," he said, "has been running since last March. It is a pure waste of space; I suppose the merchant is running from philanthropic motives to help the paper.

"I am a strong believer in sales," said the speaker. "They liven up the store and they liven up the paper, for we advertise to the limit." He showed a number of two-page spreads that were used. In one of these sales this summer their Saturday receipts were $4,800. The mailing list is used to send announcements of these sales to hundrweds of farmers, and mention is made of the fact in both ads. and circulars that an orchestra will be provided for the special occasion, with coffee and cake in the basement free of charge. One two-column spread on groceries bore the caption, "No Profiteering Here."

Mention was made of the price cards used by the firm, all of them bearing the firm's name across the top. Mr. Mann also showed samples of several other kinds of advertising features, such as the advertisements on envelopes and labels.

The point was made that the advertisement must be backed up by properly decorated windows, and by dressing up the whole store, with the goods on sale placed out in the open bearing price-tags.

Finally Mr. Mann told how he was sold by the Western Union Telegraph Company on a scheme to advertise by wire. He was on his way to a Duluth convention, when a porter came through the train calling his name. A yellow telegram was handed to him, and he had visions of trouble. The telegram contained a specimen ad. for his firm, signed with his own name. He announced that this fall, when it is time to buy furs, he is going to send out telegrams to 100 of his best customers.

We are in a fight for business, he said, in conclusion, and we must get out and fight. There is no use to talk and holler about the mail order houses getting the business. The only way to do is go them one better and go after the business stronger than they do. You are on the ground and you have the advantage.

TOTAL SUGAR YIELD OVER AVERAGE; CANE CROP SHORT

A total sugar production of about 1,100,000 short tons is estimated for the season of 1919-20 by the Bureau of Crop Estimates. This is about 73,500 tons more than the average of the preceding six years. The beet sugar estimate is higher than the record crop of 1916 by nearly 75,000 tons, but the cane sugar forecast is only 159,069 tons, compared with the average of 254,500 tons of the preceding six years. Only the cane sugar crop of 1915-16 has been lower. The loss is due to a wet, cool spring and a low acreage. The acreage planted to sugar beets, however, is the largest one on record, but the condition of the crop was low on account of adverse weather conditions.

LOUISIANA SUGAR YIELD DROPS

The sugar crop yield from the Louisiana fields will be more than 100,000 tons below the average for the preceding ten years, according to estimates in the monthly report of field agents for the Federal Bureau of Crop Estimates. The average condition of the crop August 1 was placed at 60 per cent. of normal compared with the 65 per cent. average for the last ten years.

U.S. POTATO CROP IS FAIR

The condition of the United States potato crop is fair to good in leading producing states, according to field agents of the Bureau of Crop Estimates. The August forecast is 357,000,000 bushels, July forecast 391,000,000; last year's crop 400,000,000, and five-year average 366,000,000 bushels. A large crop of sweet potatoes is indicated. August forecast is 100,000,000 bushels compared with last year's crop of 86,500,000 bushels.

The Economics of Future Buying

If You Are Not Sure Why You Buy Futures, Better Read and See

By HENRY JOHNSON, Jr.

WHY do you buy futures—canned goods, for example? Is it because the salesman tells you prices are bound to advance? Is it because you have the habit? Is it because you like to feel that you are able to carry large stocks?

None of these reasons is any real reason at all. But there are sound reasons in economics why futures are packed and sold. If you would know just why you buy and what would happen if you did not buy, here are some of the underlying reasons. Maybe you had better examine them so you will know where you stand in future.

It may be said to begin with that if nobody bought futures, the quantity of goods canned would be inadequate, prices would be much higher for what was packed, and the consumer would suffer.

Very Weak Packer Potent Factor

In all the vegetable canning districts there are many packers whose entire resources are tied up in a small plant. Probably the plant is mortgaged at that. Such a man has only one chance to make a living and work out of debt. He must manage to run as nearly to capacity as possible while there is product to pack. So he goes to the jobber and offers so many thousands of cases, say, of corn, at a certain price, to be delivered and paid for when packed. Because of his necessities he figures down close, and is ready to listen to arguments why he should shade his prices—he needs the business. So the jobber buys at figures as close as it is possible for that man even to gamble on for the coming season.

The packer has no money. So he goes to his banker and pledges his contract for 5,000 or 10,000 cases with the big jobber as collateral for a loan sufficient to carry on his operations. Then he packs, delivers and sometimes makes a little real profit.

Meantime, the big jobber has been making similar contracts with Thomas, Richard and Henry all over the country in the various packing regions. If he should sit still until the goods were shipped, he would not have space in which to store them all, nor could be afford to hire a warehouse, nor borrow enough money to finance such operations.

The Why of Future Selling

Therefore, he gets out his special future offerings as soon as his contracts are made, planning to sell 60 to 75 per cent. of his purchases in advance and ship them out on arrival. This is how it happens that you are offered and often buy corn that is not yet in the ground.

When the goods arrive the jobber ships out all that have been sold in advance and stocks only what he feels he needs for his current sales. He pays the packer, who pays his banker, and you pay the jobber. Here is where the shoe begins to pinch, and it continues to press on your financial corns for many a weary month, because you are the last link in the chain—the buffer between the consumer and scarcity and high prices—only she seldom knows anything about that part of it.

But what would happen if you bought no futures at all?

First, the small packer and his mortgaged property could not operate. As only the large, financially strong packers could do business, they could choose their customers, charge much higher prices than they can under present competitive conditions, and even if they worked to capacity they could not turn out the volume now packed annually.

The result would be packs entirely inadequate to supply the public, a few big packers dominating the market, getting rich, and prices averaging very much higher than prevail now. So here we have an economic reason for futures.

Let the Jobber Earn His Money

The abuse of this system is that it has been made use of in ways altogether unnecessary. Seeing how easy it was for the canners to get the grocers to carry their burdens, others have gone into the business of keeping the retailer overstocked until only a few preferred specimens of merchants can show any fairly satisfactory speed of turnover. It has become a "game" to see who can first get the retailer's money—tie up his capital so that he cannot buy competing goods.

This has continued until many a man takes on 200 cases of peas who has outlet for only 50, carries the 150 surplus stock through the winter and closes it out in the spring for less than he paid originally. Surely, it is useless or superfluous to point out that such folly is suicidal.

Where, then is the remedy?

The true remedy is to adopt the system of underbuying. Buy nothing for which you have not a certain, legitimate outlet, and buy that on very conservative lines. Buy nothing which has not behind it sound, legitimate reasons for being offered in this way. When in doubt, DON'T!

Except for a very limited assortment of goods, the jobber's chief excuse for existence lies in his ability to carry stock in wholesale quantities for you. Let him earn his money by performing that service. On your side rests the duty to be faithful and loyal to him in return. If you have sale for a certain line of his goods under a certain brand and you tell him you will use about so many cases thereof during the season, he will be glad to carry the stock for you, provided he can have confidence in what you say.

Who is Making the Money To-day?

The retailer who makes money to-day is the man who buys nothing, not a single item, for which he has not immediate sale. The best example I know of is a big merchant who turns his stock every two weeks. Just think of that for a minute; the man actually sells $20,000 a week with only a $34,000 stock. That is a business of $1,040,000 a year. He has not a single future bought—has no place to put it—buys daily from local jobbers—carries literally no surplus at all.

That man does a cash-and-carry trade. You do a family trade, on regular credit terms. There are conditions which differ radically; but there are two things you can do to insure that you are on the right track:

Know the What and the Why

You can think before you buy. You can study conditions, examine the goods, think of their true character, determine whether there is any real reason aside from salesmen's talk for buying any quantity of them, and act on your own cool judgment.

You can lay down for yourself the fundamental rules of turnover, and they will help you operate on sound lines. These are: That the stock must be turned completely not less than 12 times a year, and that you must buy inside those lines whatever else may happen to tempt you.

This means, specifically, that if you are doing a business of $50,000 a year, you must carry a stock not to exceed $3,333.33. How many among you are doing that now? Well, look into your own store for the first answer.

ADVERTISING HIS SIDE OF THE CASE

A grocer of Uniontown, Pa., in an advertisement on the front page of a newspaper places sugar on the market at 15 cents a pound, and scores the price as outrageous. The advertisement reads:

"It takes the joy out of life and sweetness from the sugar to announce a price of 15 cents a pound. We have 5,000 pounds to distribute at this price. Our books are open to you. You may see where we bought it so you may know that the profit we are making does not even justify the handling. We regret the necessity of being forced to sell sugar at such an outrageous price."

Says "Read as You Run" Cards Are Best

Merchant Tells of Practical Results He Has Obtained and Urges Others to Make Comparisons and Find Out Just Which Type of Cards Are the Best Business Producers.

by R. T. D. EDWARDS

STEPPING into an exclusive Yonge Street store in Toronto the other day, the writer inquired of the proprietor about his show cards.

"No," he said, "we don't wish to change. The shop we are buying from is giving us just the kind of cards we think are the best business getters."

On being informed that orders for show cards were not desired but just his opinion as to what he had found out were the most successful business-getting cards and that I only desired the benefit of his experience so that we could tell the many readers of this magazine so that they might profit, he gladly gave it.

Appreciates Their Value

Being an enthusiast regarding the value of show cards the proprietor expressed his opinion very emphatically.

This merchant has found out that plainly printed show cards, both in the windows and throughout the store, are best for the class of trade to which he caters. The highly decorative style of show card is used only on exceptional occasions. These if used in abundance often tend to detract from the merchandise.

Plainly lettered show cards which can be read at a glance are far superior for the busy public to read, in other words, the "read as you run" card is his motto. He has some small decorations on his cards, but the wording stands out in plain type.

Thus far we have what a successful Yonge Street merchant has found to be the best for him, and he speaks not just offhand but from years of experience. So all show card writers in our Canadian stores may be benefited by his experience. He has made this subject a business and studied it from a business-getting standpoint, and has proven what he says is right in dollars and cents.

Pickles! We have a wide assortment.

Olives—a tasty delicacy these hot days.

For the picnic party, these goods cannot be beaten.

Why roast over a hot stove? Try these cooked meats instead.

If you are doing any canning, let us have your order for fruit.

We have fresh shipments of fruit daily.

Glass bottles and rings for the canning season.

Make Comparisons

We don't say that each and every merchant should use the same style of show card, because we think that would be a mistake, but all may do the same as this merchant has done by making a study of this subject, the same as you do salesmanship, or the buying end of your business.

A very striking example of the different ideas merchants have in their show cards is shown if you walk just one block north of this store we have been talking about.

The north store is one which sells exclusive merchandise, that is just one line of goods. These goods are not at all decorative in themselves and cannot be displayed so as to be made attractive as merchandise which has more variety of colors. So the owner of the store makes his show cards the decoration. He has six or more large double windows, and in each one is used one-half or full sheet show card with highly colored decorations.

Air brush work is most prevalent on these cards, with heavily decorative border effects. Shadow script and shade lettering is used which tends to make the cards quite showy.

These cards certainly would not do for many merchants. Some would pronounce them vulgar, but this is just another case of a man making a study of the kind of card that helps him get the business he is after, and, by all appearances, he is getting results.

Catchy wording is also playing a great part in attracting trade to both these stores. For years they have used snappy, attention compelling phrasings which make people give the windows more than a casual glance. These wordings are different to those used in other stores, and are without the use of any slang.

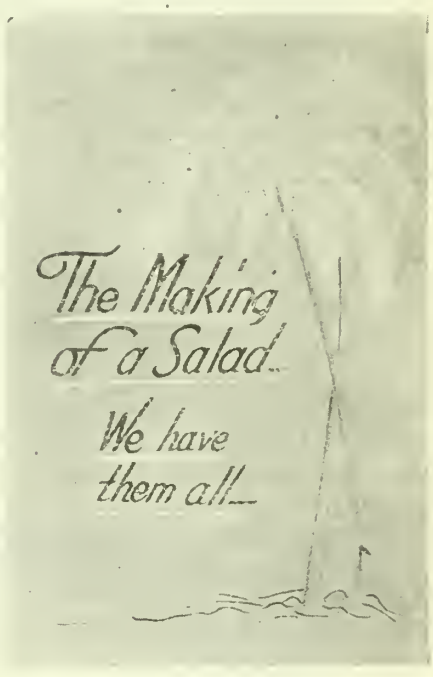
The sample wording shown on this page are similar to those used in these show cards.

The show cards reproduced are quite suitable for the present season. The design is of opaque colors, attractively blended in Summer hues. They are quite simple to draw and will go with almost any wordings you wish to use.

APRICOTS UP 400 PER CENT.

One hundred dollars a ton—5 cents a pound. That is the price to which apricots in Southern California have climbed this season. As a result, the crop in that section of the state will return to growers more than $75,000,000. Never before in the history of the industry has the fruit reached these prices.

Buyers of fruits for canning from practically every large country in the world are offering almost any price for the fruit on the trees. Prior to the war, apricots sold in the Los Angeles market at approximately $20 a ton for the high-



CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

JOHN BAYNE MACLEAN - - - - - President
H. T. HUNTER - - - - - - Vice-President
H. V. TYRRELL - - - - - General Manager

THE MACLEAN PUBLISHING COMPANY, LIMITED

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Dry Goods Review Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, Power House, Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, Canadian Motor, Tractor and Implement Trade Journal.

OFFICES

CANADA—Montreal, Southam Bldg., 128 Bleury Street; Telephone Main 1004. Toronto—143-153 University Ave.; Telephone Main 7324. Winnipeg—1103 Union Trust Bldg.; Telephone 3449. Vancouver—39 Tenth Avenue West.

UNITED STATES—New York—Room 620, 111 Broadway, New York; Telephone 8971 Rector. Chicago—Room 1401, Lytton Bldg., 14 E. Jackson St.; Telephone Harrison 9133. Boston—C. L. Morton, Room 734, Old South Bldg.; Telephone Main 1024.

GREAT BRITAIN—London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director. Telephone Central 12960. Cable Address, Atabek, London, England.

SUBSCRIPTION—Canada, $3.00 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, $3.50 a year; other countries, $4.00 a year. Single copies, 10c, invariably in advance.

PUBLISHED EVERY FRIDAY

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation. Copy of report will be sent to anyone interested.

Vol. XXXIII. TORONTO, AUGUST 29, 1919 No. 35

OUR readers, and particularly those personally acquainted with Col. J. B. Maclean, President of the Maclean Publishing Co., will learn with deep regret and heartfelt sympathy of the sudden death on August 17, of his son and only child Hector, aged sixteen years.

Hector was on a camping trip with Upper Canada College boys and was taken suddenly ill with acute indigestion. He was rushed in to Temiskaming, where medical attention was secured, but they were unable to save his life.

THE TORONTO EXHIBITION

ANY grocer who is located near enough to Toronto to make it feasible for him to visit the Canadian National Exhibition should certainly not fail to do so. Not only will he be present at the best of a long series of successful exhibits that is made the more notable this year by the collection of war trophies gathered from all the great theatres of the war, but he will be aided in his own business by being brought into contact with a limitless array of food products. There are a thousand and one ways in which a visit to the Exhibition will broaden his outlook, and anything that does that will be a material assistance in making him a better merchant.

A STANDARD FOR THE GROCERY TRADE

YEARS ago the grocery clerk was apprenticed, and had to really study the business before it was possible for him to branch out into a business for himself. There is something to be said against this system, there is also a good deal to be said for it, at least there is much to be said for a trained grocery trade. The bane of the present grocery trade is the multiplication of the front room grocery stores. They are to be found in some cities and towns on almost every corner. The business they do individually is negligible, but the aggregate is a serious item. They render no real service, and their costs are merely nominal; they know nothing of cost of business, of business methods, or business morals, and they are an undermining influence in the trade.

This type of business is engendered by the easy conditions that make it possible for anyone to enter this business. In the days when an apprenticeship was required the grocer must know his business, and as a result it was a better business to know.

Some time ago under the direction of the Canada Food Board, the suggestion was made that anyone opening a grocery business should be required to have two years' practical experience and a capital of $1,000. Such a measure was unquestionably in the best interests of the trade, but the Canada Food Board, the only body that has had the power to inaugurate such an improvement, did not have the necessary courage to enforce this suggestion, and the movement died still-born.

In England the Institute of Certified Grocers was revived some years ago with the idea of improving the standing of the trade. Their idea is to actually train the clerk to be a first-class grocer.

In the Clerks' Department of this issue will be seen some of the papers set for the student applying for membership in the Institute. It will be interesting for the grocer and the clerk to read these over, and to discover how many of these they can answer, and to ruminate on the question of whether some such move might not be of real advantage to the Canadian Trade.

THE LITTLE GOUGER

ATTORNEY-GENERAL PALMER, of the United States, is the originator of the delicate phrase. "The little gouger," a phrase which he uses to describe the retailer, whom he assumes is getting more profit than he deserves. The Attorney-General hungers for authority for power to prosecute these little gougers. Where such exist, where the retailer is gouging the public in these days, we would say, with the Attorney-General, prosecute by all means.

Unfortunately, however, it looks rather as though the retailers were to be used as a red herring to drag across the trail of the gouger whose gouging is actually painful.

It is noticeable that even in the country of this progressive prosecutor, the attention of the public is to be fastened on those handling foods. Proposals to make the Lever Act apply to profiteering in house and room rents was voted down, as were also the suggestion to put gasoline and kerosene where prices have advanced 300 per cent., and cotton where the increase has been perhaps greater, within the scope of the investigation. The proposal to bring farmers and farm organizations within its scope were also withdrawn.

There must, in the United States as in Canada, be a very carefully selected list of scapegoats, therefore, the retailer is naturally the first on the list.

MORE UNIFIED QUARTERS NEEDED

WITH the growth of the Canadian National Exhibition the need for a more comprehensive scheme of arrangement of exhibits becomes more pronounced. It is probable that no single line is as largely represented at the Exhibition as are the various food products, and there is a growing feeling that the haphazard method of spreading this class of exhibitors in half a dozen buildings is not fair to the exhibitors nor to the visitors to the Exhibition. The exhibitors of food products have grown to such a number that a whole building might very well be set aside for their exhibits. With such an arrangement it would be possible for those interested in all food products to know just where the exhibit may be found. As matters now are it is almost an impossibility. There is a very strong feeling that next year the whole of the Manufacturers' Building should be given over to these exhibitors, or some equally satisfactory building be provided to house all the exhibitors of food products.

WHY NOT A MODERN SYSTEM

THINKING men and women will do well to consider the striking arguments brought out by the World Trade Club of San Francisco in their campaign for adoption of the units of the metric system of weights and measures.

They show a strikingly anomaly: That the metric system was invented by a Briton, James Watt, in 1783, and yet all civilized nations have adopted it exclusively, excepting the United States and Britannia, including Canada.

That the so-called "British system" of weights and measures is of German origin—a relic of the old German Hanseatic trade league—and yet Germany crapped it in 1871 and adopted the metric system, invented by a Briton.

People of Britannia and America may well ask themselves whether they are not carrying conservatism too far.

The Metric System is no untried theory.

Its principle—the principle of decimal computation—has been used in the monetary system of the United States since 1786. If the United States had heeded Thomas Jefferson, they should also have adopted this system of weights and measures based on decimals—so simple a system that a child can learn its main features in ten minutes. The Dominion of Canada now uses decimal coinage. We know how well the decimal system works with money. It will work equally well with weights and measures.

The World Trade Club has started the ball rolling. What we all need is to look the subject up.

WHY SUCH PROMINENCE?

THE Montreal *Star*, in a recent article dealing with the seizure of some fraudulent scales, waxes facetious at the expense of the grocer and butcher, and shows a tendency to impugn his honesty. The Hamilton *Spectator* illustrates the false scales on its front page. The *Spectator* is somewhat more inclined to credit the merchant with carelessness than with the intent to defraud, still the impression is left that these papers look on the retailer as a fairly slippery customer. Unquestionably there are crooks in the grocery trade as there are in the newspaper trade, but unquestionably also the balance is as much in favor of honesty in the one occupation as in the other, and the careless featuring of such a story casts an unjustifiable reflection on an honorable trade.

REGARDING THE RE-SALE PRICE

THE United States Federal Trade Commission in its presentment of the Re-Sale Price Question has touched the heart of the matter when it contends, that "producers of identified goods—identified by the trade mark of trade practice—should be protected in their intangible property right or good will, created through years of fair dealing and of sustained quality of merchandise," and moreover, that "unrestrained price cutting is not in the public interest and tends eventually to impair if not destroy the production and distribution of articles desirable to the public."

THE CLERKS' DEPARTMENT

Should the Grocery Clerk be a Student

In England the Voluntary Apprentice System Has Been Revived to Aid the Clerk to a Better Understanding of the Business—Some Interesting Papers Leading to Degrees in the Institute of Grocers.

THE British "Institute of Certified Grocers" was revived a few years ago in an effort to maintain the standards of the grocery trade, and to promote the usefulness, efficiency and reputation of the trade.

The certificate of membership in the institute stands as a constant record and guarantee to the public in general that a member is fully worthy of their confidence. There are three degrees as well as an honorary degree in the gift of the institute. "Associate" of the Institue for junior clerks on passing primary examinations, "Member" for those who have passed the full examinations, and "Fellow" representative members of the grocery and allied trades elected by the council. The advantages, and there are tangible advantages in improved positions for clerks who have qualified and in added custom for the merchants.

In order that it may be possible to judge just what type of training is expected of a member of the Institute of Grocers, the following examination papers are reproduced. In addition to these there are papers on business arithmetic, which are not quoted because they are, of course, in the English currency, while the law papers deal more direct with British law.

First Year Paper

(Of the eleven questions set in "Grocery" and "Provisions," any six may be attempted but not more than six, including at least two questions in "Provisions.")

1 (a) What price tea would you recommend a customer to buy? Give reason. (b) If a customer refuses to buy tea on account of health, what would you reply?

2 How would you recommend your customer to make a good cup of coffee?

3 What varieties of rice do you know? Name the countries of origin.

4 What are currants? Whence do we obtain them? Describe the characteristics of a good sample of currants and faults to be avoided.

Write down all you know about any three spices, including their domestic uses.

6 Explain how you would distinguish between good and bad samples of the different kinds of sugar usually stocked by a grocer.

Provisions

7 Describe Wiltshire-cut, Short-cut ham, long clear, middle, American rib belly, picnic ham.

8 How do you distinguish between Canadian and New Zealand Cheddar and English Cheddar?

9 What precautions must you take in regard to the sale of margarine?

10 How many eggs are there in a long hundred? Describe the best way of counting them. What do you mean by "18-lb. Danish?"

11 When you meet with a tin of corned beef with the ends bulged outwards, what should you do? What is the cause of this condition, and how would you make a claim on the supplier?

Section B.—Bookkeeping

(Of the five questions set in "Bookkeeping," only three may be attempted.)

12 Explain the use of three necessary books of a retail grocer, and name them.

13 What do you understand by the term "double entry?"

14 Open accounts in the ledger and post the following transactions to them:

1919. Jan 1st. Sold goods to Mrs. J. Smith, 29/4.
3rd. Received empties from do. 2/11.
15th Paid Crosse & Blackwell's a/c, £5/10/6 (less 2½% discount.)
16th. Sold goods to Mrs. A. Black, 15/6.
17th. Received cash from Mrs. J. Smith, 26/5.

15 What do you understand by the terms: debit, credit, assets, gross profit, turnover?

16 On which side of the cash book do you enter (a) cash received, (b) cash paid away, (c) discounts allowed you, (d) cheques drawn, (e) cash paid to bank?

Second Year Paper

Section A.—Grocery

(Of the six questions set in "Grocery," only three may be attempted.)

1 What steps should a grocer take to protect and foster his tea trade in view of the removal of all restrictions and control?

2 How would you test roasted coffee in the berry, as to whether it be fresh or stale? What is the advantage the one against the other? Describe how a grocer can ensure his customers having freshly-roasted coffee.

3 State what you know of any three of the following and their uses in the preparation of articles usually sold by the trade: Cream of Tartar, Ultramarine, Glucose, Paraffin Wax, "Carbolic Acid," Caustic Soda, Water-Glass.

4 What precisely do you understand by the term "Cocoa Essence"? What other product of the cocoa-bean is of importance? State what you know about it.

5 (a) What are the food values of Corn-flour, Sago Tapioca? (b) Whence do we get our chief supply of Tapioca?

6* (a) What is Cayenne pepper? What precisely is the difference between black and white pepper? (b) State exactly the precautions you would take to avoid breaking the law in the sale of pepper.

Provisions

(Of the five questions set in "Provisions," only three may be attempted, of which number 7 must be one.)

7 A side of the bacon weighs 52 lbs. and cost of 199/6 per cwt. Show with a diagram how you would cut it up into 14 pieces, giving estimated weight and price of each cut so as to make 12½ per cent. profit on return.

8 Describe the character of the following cheese: English Cheddar, New Zealand, and Canadian. What are the chief faults to avoid in selecting each variety? Give the Government selling price.

9 Give the buying and selling price of Government butter.

10 Eggs are quoted at 30/- per hundred. State in figures how many eggs you actually obtain for 30/-. At what period of the year are eggs preserved, and why? How do you account for the high price of eggs during war-time?

11 From what countries do we import sardines? Which are the best, and why? How many tins of sardines are there to the case?

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

QUEBEC

D. C. Brosseau, president of D. C. Brosseau & Co., Ltd., wholesale grocers, Montreal, is dead.

Roger Overlaw, Brussels, Belgium, is on a business trip in Montreal.

Richard Price, Glasgow, Scotland, is a visitor in Montreal on business.

ONTARIO

Chas. E. Stephens, president of C. Stephens Co., Ltd., wholesale grocers, Collingwood, is dead.

Barry and Kellough, grocers, Meaford, have been succeeded by Kellough Bros.

Arthur H. Wealing, grocer, Orillia, has sold to Hurl Bros.

Wm. P. Leeder, grocer, Toronto, has sold to Arthur H. Wealing.

Purvis & Co., general merchants, Bolton, have sold to Ralph Elmwood.

J. McParland & Bro., Gananoque, have been succeeded by W. V. Webster, of Trenton.

BUSINESS CHANGES

Ontario

The McAlpine Tobacco Company that recently occupied premises on the corner of McMurrich and McAlpine Streets, Toronto, is moving to Hamilton.

E. R. Eward has opened a grocery business on King Street, Prescott.

Thomas Findlay, general merchant, Walter's Fall, has sold to G. R. Reynolds.

The Harding Company, wholesale grocers, of St. Thomas, have found it necessary to enlarge their warehouse accommodations to take care of the extra trade. An extension to the present warehouse is already under construction and will be completed with all expediency.

J. H. Mawdesley, Thorold, has opened out a neat grocery in connection with his electrical supplies at his place on Queen Street. It is all housed in a neat new shop, with the electrics on one side and the groceries on the other. Miss Lulu Bradley is in charge of the grocery department.

The property and grocery business, corner of Elgin and Wellington Streets, St. Thomas, lately owned and conducted by C. J. Norsworthy, has been purchased by his brother W. E. Norsworthy, accountant in the Southern Loan and Savings Company, who is arranging to take over the stock and continue the business. He will also retain his insurance agency.

James H. Caskey has purchased the interest of R. J. Allan in the business hitherto conducted under the firm name of Caskey and Allan, Campbellford, Ont., and will continue the business under his own name. Mr. Caskey has been known to the trade of the district for a goodly number of years, and should have every prospect of success in his new venture.

DOMINION CANNERS TO HAVE NEW OFFICE BUILDING

The Dominion Canners have purchased the old Bell Telephone Building on Hughson Street South, Hamilton, Ont., at a price that is stated to have been in the neighborhood of $50,000, though the price is unconfirmed.

It is stated that the building will be used for head office purposes. It is now occupied by the Canada Business College and a number of physicians and surgeons. Some of them have leases which will not expire for a year, and the Canners Company will not be able to take possession for some time.

MONTREAL FIRM TO BE REPRESENTED IN TORONTO

W. C. Macdonald Reg'd., Inc., Montreal, will, after September 1, be represented in Toronto by D. S. Robertson & Sons. Hugh M. Robertson will be in charge of the office.

GROCER FINED FOR LIQUOR SELLING

A fine of $10 was imposed this morning by Recorder Geoffrion on Treffle Mercier, a grocer, of 370 Richmond St., Montreal, for selling liquor without a license, and a quantity of the liquor was confiscated by the police. Captain Lawton made the arrest.

CASH AND CARRY NOT FAVORED IN ST THOMAS, ONT.

With the cessation of hostilities and the consequent lightening of all war-time economy measures, the cash and carry system in St. Thomas has rapidly decreased in popularity among the grocers of the Railroad City until to-day it is no longer a feature in their advertising, and only in vogue in one or two of the smaller stores. The St. Thomas grocers have found that their customers are inclined to follow the line of least resistance wherever and whenever possible and are quite willing to pay a little more for their groceries and have them delivered in preference to saving a few cents and doing their own carting. In some way St. Thomas is an exceptional city in this respect. It is noted for its good wages. While there are no millionaires in St. Thomas there are no real paupers. The average citizen has a respectable income and therefore is quite willing to permit somebody else to wait on him at a small extra expense.

HOLLINGER GOLD MINES START CO-OPERATIVE STORE

This week the Hollinger Gold Mines purchased the J. P. McLaughlin store and stocks, Porcupine, Ont., and the store is now closed for the taking of stock, after which it will open up as a Hollinger store, and the purpose is to do everything possible to make matters easier for the employees in the question of the cost of living. Mr. Brigham claims that the Hollinger stores will mean an all-round reduction for them of at least fifteen per cent. as soon as everything is working smoothly. On some lines the reduction may not be as large as fifteen per cent., but on others it will be possible to give more, and so the reduction on everything all round will work out to 15 per cent. or more.

SUGAR SHORTAGE TO BE RELIEVED

The sugar shortage in the United States soon will be relieved, according to the United States Sugar Equalization Board, which announced recently that it had more than 100 ships engaged in bringing sugar from Cuba. Some of the ships already have arrived.

THE WAY SHORTAGES ARE MADE

A report from Brantford, Ont., states: Consequent upon the exaggerated report, attributed to wholesale grocer meeting in Ottawa recently, that sugar would be 20 cents per pound in the course of a short time, local grocers were besieged to-day with orders for deliveries of 100-pound lots. A dead set towards hoarding was reported. The local retailer refused deliveries in most instances, it is stated.

PTE. LATTER, M.M., HOME WITH HIS WAR BRIDE

Pte. Earl Latter, M.M., son of Mr. and Mrs. R. A. Latter, Guelph street, with his bride, returned to Stratford this morning, having arrived at Quebec on the Megantic on Friday night. Pte. Latter was married in Folkestone to Miss Elsie Tassell and brought his bride back home with him.

Pte. Latter enlisted here with the 110th battalion and went overseas with that unit in October, 1916, but was transferred, and did all his fighting while in the 102nd battalion. He was gassed at Cambrai, but because he "stuck to his job" he was recommended for the Military Medal. He later suffered a serious attack of diphtheria.

Pte. Latter is a well-known boy in Stratford and his many friends will be glad to see him back again.

He has resumed his association with his father in the grocery business.

APPOINTED SALES REPRESENTATIVE

H. C. Mendoza Appointed Sales Representative for Canada of Aromint Products

H. C. Mendoza has been appointed sales representative of the Aromint Mfg. Co., Ltd., for Canada. This company have already secured factory quarters on Duke Street, Toronto, where they have installed the latest type of machinery for the manufacture of Aromint products.

Mr. Mendoza began his business career with A. and B. Valentine Co., clothing manufacturers of London, England. From the position of clerk at the lowest rung of the office ladder, he climbed gradually until a few years later when he was entrusted with the charge of the sales department. Like many another energetic and progressive Britisher, however, he saw or thought he saw greater opportunities for his talents in America. So in 1912 he came to New York and later joined the staff of the Loose-Wiles Co., Boston, where he remained for about five and a half years, having acted first as special salesman, then as supervisor of agencies, and finally as assistant sales-manager of the Long Island City factory. While here he enjoyed a brief intermission when he went back temporarily to his former place in order to reorganize the sales department.

In December, 1916, he joined a Canadian gum company which he managed until recently when he resigned to take over the direction of the Oliver Lee organization.

Mr. Mendoza in his office.

Mr. Mendoza has a deep fund of experience to draw upon and in conversation delights to relate some of the stunts he has pulled of as a salesman on the road.

BROKERS OPEN CALGARY OFFICE

D. J. McLeod & Co., wholesale grocery brokers of Edmonton, have opened a branch at Calgary. W. D. B. McLeod is in charge.

NEW GROCERY BROKERAGE FIRM

Members of New Firm Well Known to Trade Throughout Western Provinces

Nicholson, Rankin, Ltd., is the name of a new wholesale grocery brokerage firm established in Winnipeg, Man. The Canadian grocery trade, and particularly the trade in Western Canada, is well acquainted with the members of this firm. E. Nicholson, one of the active members, has for many years been in the grocery brokerage business in Winnipeg, selling the jobbing trade from Fort William, Ont., to Victoria, B.C. Recently he has been manager of the Consolidated Purchasing Co., Ltd., of Winnipeg, the buying organization for the MacDonald wholesale grocery houses in the West.

J. Howard Rankin is the other active member of this firm. He has been manager of the wholesale grocery house of the Brandon Grocery Co., Brandon, Man. He was born at Middleville, Ont., back in 1880, but came west to Manitoba the next year with his parents on a homestead near Pilot Mound. In 1897 he went with Thos. Meredith, merchant, Saltcoats, Sask., where he received his early training. His entry into the wholesale grocery business was in 1900 with Campbell Bros. & Wilson as shipper. Then two years later started in the retail business for himself at Wood Bay, Man. In 1904 he engaged with the Codville Co., Ltd., Winnipeg, as salesman, when he worked most of the Western country from Winnipeg to the mountains. Six years later he was made manager of the Codville Co., Moose Jaw. In 1914 he started the Brandon Grocery Co., Ltd.

Mr. Rankin has also had considerable experience in association work. From 1910 to 1914 he was secretary of the Saskatchewan Wholesale Grocers' Association; from 1915 to the present time he has been a director of the Manitoba and Saskatchewan Wholesale Grocers' Association. While in Moose Jaw he was a valued member of the Board of Trade, being chairman of several sections. He was elected president of the Brandon Board of Trade for 1919.

The above shows that both Mr. Nicholson and Mr. Rankin are quite familiar

E. NICHOLSON,
one of the partners of Nicholson & Rankin, Ltd., Winnipeg, the newly formed grocery brokerage firm.

with the grocery business in the West. The former has the reputation of knowing personally all the jobbers from Lake Superior to the coast. He is also acquainted with many manufacturers, shippers and jobbers in several of the leading trade centres in Canada and the United States.

The headquarters of this new firm will be in Winnipeg, and the organization will cover the jobbing trade from Fort William to Victoria.

NEW GOODS

FIBRE GLASS FOOD COVERS

The Fibre Glass Food Cover Company, 3415-3419 North Ashland Ave., Chicago, are the makers of a line of covers for foods that are just being introduced to the Canadian trade. A fibre glass is used, and it is claimed it will not chip or break under the roughest treatment that is likely to happen it in the grocery store. These fibre glass covers are made in a variety of shapes and to serve a wide range of uses. Cheese covers of various shapes, covers for berry boxes, dried fruit cases, apple barrels, candy pails, butter tubs and biscuit tins are but a few of the standard lines that are manufactured by the company. The company claims these covers permit the goods to be on display at all times in their most attractive form, and at the same time they are protected against any form of contamination and assured against pilfering.

NEWS FROM WESTERN CANADA

B. C. GOSSIP

Watson and Thomas have taken over the store formerly conducted under the name of Reeves and Rose, at Chilliwack, B. C.

H. A. Gillis & Co., grocer, Vancouver, have been succeeded by Mrs. A. L. Dale.

Chas. W. Hockin, Vancouver, has been succeeded by Mrs. M. Routhier.

H. Hoffman, grocer and confectioner, has been succeeded by H. H. Hill.

WESTERN

A. John, grocer, Kildonan West, Man., has sold to John Gray.

L. Kaplan, grocer, Winnipeg, has been succeeded by Diamond Bros.

H. L. Williams, grocer, Edmonton, has been succeeded by M. E. Manning.

G. P. Craig, Bredenbury, Sask., has been succeeded by G. Tremblay.

Born Bros., Hepburn, Sask., has been succeeded by Z. Goertzen & Son.

M. Baker, grocer, Hodgeville, Sask., has been succeeded by T. Turner.

A. McNamee, general merchant, Killarney, Man., has sold to A. G. Middleton.

M. Lyons, Blaine Lake, Sask., has been succeeded by the Blaine Lake Supply Co.

Mr. Butler, of Hughes and Butler, grocers, Regina, has retired from business.

A. Rogers, grocer, St. James, Man., has been succeeded by Walsh and Monteith.

G. P. Brown, general merchant, Winnipeg, Man., has been succeeded by Diamond Bros.

D. L. Adair, general merchant, Gladstone, Man., has moved to Portage La Prairie, Man.

Beauregard & Co., general merchants, Assiniboia, Sask., have been succeeded by L. Zaguia.

T. T. Roberts, general merchant, Bangor, Sask., has been succeeded by Savage and Houston.

BUSINESS CHANGES

F. W. Showler, general merchant, Narcisse, Man., has sold to H. Ogroskin.

M. Folb, grocer, Winnipeg, has succeded by W. Cohen.

A. T. Hutchinson, general merchant, Strongfield, has been succeeded by A. Hornstein.

J. H. Wiebe, general merchant, Waldeck, has suffered loss by fire.

Geo. Lazaruk, groceries and meats, Edmonton, Alta., has been succeeded by the Union Meat & Grocery Co.

W. T. Phipps, general merchant, Strome, Alta., has suffered loss by fire.

G. W. Clueet has purchased the confectionery and ice cream business formerly conducted by S. A. Wikum, at 1306 Main Street, Winnipeg. Mr. Clueet is having the store thoroughly overhauled, and will open with groceries and provisions. The store will be managed by A. D. Nicholson, who was previously in the general store business at McCrary, Man.

GETTING A PRICE FOR FLOUR

Edward O'Rourke was charged in the Police Court at Winnipeg recently with selling fifteen pounds of flour for $1,700. He sold it to a Chinaman, who thought he was buying morphine. The flour was packed in glass bottles.

SPECIALTY COMPANY OPEN WINNIPEG OFFICE

A new specialty sales company, under the name of "The Sandy McPherson Co.," has opened offices in the Keewayden Bldg., Winnipeg. They will cover the Western Provinces. Mr. McPherson has been with the Canadian Chewing Gum Co., Ltd., as Western Manager, for the past fifteen years. They will operate a specialty sales agency.

U. S. WILL SELL FLOUR AT $10

In order to control the flour situation more thoroughly, the United States Grain Corporation has offered to sell from its purchases made from export, straight wheat flour, on the basis of $10.25, delivered in carlots, in territory east of the Illinois and Indiana line, and east of the Mississippi from Cairo to the Gulf, and at $10 west of that line but not including the Pacific Coast.

Interior of the grocery department of the general store conducted by E. E. Turner, at Macgregor, Manitoba. The manager, Thomas Clark, is just recording a sale at the cash register. This store affords an example of using every available inch of room for stock. The neatness with which these goods are displayed on the shelves is another interesting feature, and the seasonable display of midsummer drinks is still another. It will be noted that a display of small pitchers is made in connection with the grocery department, resulting in many sales. There is a rack, too, for paper bags in graduated sizes within easy reach over the counter in the rear. The Shearer counter is used with its false glass fronts enclosing samples of various groceries in bulk.

What is Your Answer?

HERE is a problem in business ethics. In the Cabri, Sask., "Clarion," there appeared recently a three column display advertisement at the left-hand top of page one. It announced: "Potatoes—Carload on the Track, $1 Per Bushel."

Directly underneath this advertisement, and occupying the same space at the bottom of the page, was another display ad. bearing at its top in small print the Canadian Food Control License number of this merchant, followed by the words in large type. "An explanation:—

In order to safeguard the reputation of my business, I have to offer the following explanation to my many customers and friends. It has been my aim to keep prices as low as possible and to handle good merchandise.

I was notified that a carload of potatoes was in the local railroad yard awaiting for me to take delivery. As I am generally very careful as to the quality of merchandise I purchase, I investigated the contents of the car. We found the potatoes to be damaged by frost, to what extent I do not know. It was so serious, however, that I closed the car and reported to the shipper my refusal to accept the shipment, at the same time giving my reason for doing so.

The goods were then left in the hands of the Union Bank manager to dispose of without success. The shipper then came himself. I was offered the potatoes at half their former price, but, notwithstanding the fact that I badly needed potatoes, I again refused them.

Finally, they were sold to a local firm who advertised them at $1.00 a bushel.

I hope this information will explain to you why you are charged more for good potatoes. I am not giving this information in order to knock or hurt anyone else's business, but I believe that my customers are entitled to know why there was such a difference in price.

Yours very truly,

The question before the House is whether this merchant was justified in running this advertisement. Did it constitute a boost or a knock for the other merchant?

EXCESS MOISTURE SAID TO CAUSE BUTTER SEIZURES

In view of the seizures that have been made in the United States of late of butter stocks, it has been pointed out that the reason for this in some cases is attributable to excess moisture in the butter.

In speaking with a Montreal produce man this week, CANADIAN GROCER was informed that the Government requirements call for a minimum of 16 per cent. of water, and there seems to have been carelessness manifest upon the part of butter makers regarding the water content permissible by law. While statements appearing in the press have not alluded to this, it is assumed that some of the seizures made were prompted through the revelation of a greater moisture content than the legal standard permits.

It is further understood that some checking up has been under way in Canada and that in one instance a holder of butter was just on his way to make a report when he met the inspector, who would later have made an inspection at this point, probably confiscating several thousand pounds of butter with a heavy money loss to the owner.

It would seem that there is logic in this statement and that inspection may have been rather carelessly conducted. This view of the matter would at least indicate that some of the supplies seized have not been unfit for use as food.

THINK SOCKEYE RUN ON FRASER A DEAD LETTER

Vancouver, B.C., Aug. 15.—Fishermen and cannerymen agree that the 1919 run of sockeyes on the Fraser has not materialized. Comparatively few fish have been caught all season in the Fraser, and although Dominion Fishery Inspector A. P. Halladay has declared his faith in a possible late run this fall, the men who fish the river are not so optimistic and there is a general impression among the old-timers—the men who have fished it for years—that the Fraser's day as a great salmon-producing stream is over. They say it sadly, but with the conviction induced by seeing the industry grow less and less as the years pass.

Another indication to the fishermen that the sockeyes are about through, is that there are a number of humpbacks, "chums," as they are known, being caught in the river. One cannerymen declares there are more humpbacks being caught just now than for the last fifteen years. These fish are inferior commercially to the sockeyes, and the fishermen are not overjoyed at the present outlook.

A few cohoes are also being caught, but this is regarded as not out of the ordinary. Licenses issued this year are far below the number in what have been known as the big years. The total is 1 031 compared with 2,400 and 2,500 in the big years.

CITY MARKETS AS A REVENUE PRODUCER

The income that the city is deriving from its markets shows a gratifying increase compared with recent years, and in the last quarter of a century has more than doubled. The city operates six markets for general purposes, two refrigerating plants, a hay market, and two cattle markets, as well as five public weigh bridges. In 1899 the total revenue received from these was $74,419.99. In 1903 the revenue was $90,384.42, and in 1908 it rose to $111,258 65. In 1913 the revenue from the markets totaled $143,764.15, while in 1918 it was $175,000. The largest amount taken in any one day was in 1918, when $375 was collected, all in 25 cent tickets, which is the tariff for the use of the market stalls.

HOW CUSTOMERS ARE LOST

There was a noise on the front veranda, the door opened, a parcel dropped on the floor, the door slammed again and the boy was off to the wagon, but not before the lady of the house got to the door and reminded the boy that there was a side entrance to the house where groceries should be delivered, and that she did not want her clean front porch mussed up with his dirty boots, but the only answer she got was an impudent grin.

Immediately this indignant customer called up the store to complain. The phone was answered by the head clerk, who explained that the boss was out, but he would tell him of the occurrence and see that it did not happen again.

But it did happen again, the very next day. This time she did not call up the store, but the next day another delivery boy from another store brought the groceries, but he went to the back door as he was instructed to do by the proprietor of the store.

You may think this customer was a little hasty and perhaps a little fussy, but this is an important matter with busy housekeepers, and they judge the store by its service, and the delivering of the goods is just as important as the buying and selling.

Look into your delivery system. Does your driver go to the back door? Is he courteous with customers?

And you clerks who would some day be merchants, do you pay strict attention to complaints of customers, and try to remedy the faults, or do you just forget about them, as was most likely done in this case and a customer lost?

Remember advertising, prompt and careful deliveries will not get you far if you don't back it up, and this much abused word "service" doesn't mean anything in your store. From "Profit Pointers," published by the Star Egg Crate Co., Rochester, N.Y.

WHOLESALE GROCER'S MONTHLY BULLETIN

The Wholesale Grocers of Ontario are issuing an attractive little monthly called "The Bulletin." August was the initial number. It will serve the purpose of keeping the wholesale grocery trade in touch with what is of interest to them, and will contain all that pertains to the welfare of the wholesaler.

THEFTS AT THORNDALE, ONT.

Thefts of groceries have become very numerous of late in the village of Thorndale, Ont. The thieves have made a regular practice of pilfering shipments from cars on the track delivered to certain merchants of the town. W. B. Lee, Thomas Monteith and J. B. Harding have all suffered these losses, and the activities of the county police have so far failed to curb them.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

ANOTHER sugar refinery has advanced its price, the increase in this instance amounting to 45 cents per hundred. The markets are generally very firm, with few changes, but where there are any, they are in the upward direction. The sugar situation has not improved to any extent as far as supplies are concerned, and a month is expected to elapse before anything approaching a normal supply can be looked for.

MONTREAL—There have been a number of changes in prices reported this week. Canada Sugar Refineries advanced their price 45c per cwt. Live hogs drop in price also. Smoked hams, bacon and lard are cheaper. Hay is down $2 per ton. Some varieties of fruits are cheaper. General groceries hold about the same with brisk business. Wholesalers report trade good with prices ruling high. Some lines of imported goods are reaching Montreal. The tendency seems to point to brisk business with prices holding steady.

TORONTO—The markets this week are for the most unchanged, a firm but steady tone characterizing most commodities. The new prices on the new crop of California raisins are announced by the Raisin Association, on the basis of California delivery. Quotations show very marked advances as compared with a year ago, and everything points to high prices on raisins for the next year. There is a very heavy demand from all markets for the California crop. No improvement is reported in the sugar situation. Supplies are still scant and new raws are not being received at the refineries any more freely. Prices are very firm. Teas and coffees are at strong levels. Stocks on spot are said to be very light and new buying is at very high levels. There is a heavy demand for spices. Prices are firm and some lines are in light supply. An advance on cornmeal is noted this week. All other cereals are steady. Nuts continue strong, with a marked upward tendency. Almonds are likely to advance again within a short time. Cocoanut is at high levels and is likely to be very high for some time to come as supplies are none too plentiful. Rice is firm and tapioca has advanced to a new high level. Dealers are bidding for new crop honey but the growers are holding out for higher figures than are being offered. The situation in flour is very strong and supplies a little scarce until the new crop flour is offered. Millfeeds have made advances this week, owing to the scarcity in the face of a heavy demand. Everything points to very strong prices on all millfeeds.

In the produce markets prices are firm and unchanged. Eggs are inclined to advance, but butter and cheese are steady. Poultry is arriving more freely and is in active demand.

WINNIPEG—The conditions on this market during the week have been more notable for a general firmness in feeling than for actual price changes. Sugar receipts, which were proving a very serious matter, have considerably improved. The bean and rice markets are reported very strong and advances are possible. Some dealers have advanced coffees two to four cents. Pepper, too, is in a very strong position and is expected to advance within the week. Reports of the salmon pack just made public seem to indicate somewhat better conditions than were generally expected. Hogs declined during the week 50 cents to a dollar, and there is a probability of a further decline of 50 cents.

QUEBEC MARKETS

MONTREAL, Aug. 27—The market during the week has been comparatively uneventful. There has been a good buying movement and a general firmness in the market feeling of many lines, but sharp changes have not been very noticeable. There was a sharp advance in millfeeds and also in orange Pekoe tea, but otherwise changes were not very noticeable.

Fourth Refinery Advances Sugar

Montreal.

SUGAR.—The Canada Sugar Refinery, that did not advance when other refiners increased prices two weeks ago, have increased their price to $10.40. Sugar remains a very firm market, with the refineries having all they can do to meet demands.

Demerara sugar is now being offered, bright crystals selling at 10c per pound.

Atlantic Sugar Company, extra granulated sugar, 100 lbs.	10 50
Acadia Sugar Refinery, extra granulated	10 50
St. Lawrence Sugar Refinery	10 50
Canada Sugar Refinery	10 40
Dominion Sugar Co., Ltd., crystal granulated	10 50
Icing, barrels	10 70
Icing, 25-lb. boxes	11 10
Icing, 50-lb. boxes	10 90
Do., 1-lb.	12 20
Yellow, No. 1	10 10
Yellow, No. 2 (Golden)	10 00
Yellow, No. 3	9 90
Powdered, barrels	10 60
Powdered, 50s	10 80
Powdered, 25s	11 08
Cubes and Dice (asst. tea), 100-lb. boxes.	11 10
Do., 50-lb. boxes	11 20
Do., 25-lb. boxes	11 30
Do., 2-lb. pack	11 50
Paris lumps, barrels	10 55
Paris lumps (100 lbs.)	10 65
Paris lumps (50-lb. boxes)	10 75
Paris lumps (25-lb. boxes)	10 95
Paris lumps (cartons, 5-lb.)	11 70
Do. (cartons, 2-lb.)	12 45
Crystal diamonds, barrels	11 10
Crystal diamonds (boxes 100 lbs.)	11 20
Crystal diamonds (50-lb. boxes)	11 30
Crystal diamond (25-lb. boxes)	11 50
Demarar light, per lb.	0 10

New Prices In Various Lines

Montreal.

MISCELLANEOUS.—A shipment of imported olive oil arrived is announced. Barton and Guesteris brand selling quarts $19.25 per case; pints $21 per case. Imported castor oil now on the market, $3.25 per gallon. New shipment of Vichy water is expected this week, $13.25 for case of 50 bottles. George Washington brand coffee has advanced and is now quoted: Standard size, per doz., $4.50; medium, $8.75; family, $13. New prices are announced in Cross & Blackwell's goods as follows: Mixed pickles, sour, ½ pints, per doz., $4.80; pints, $8; malt vinegar, rep. quarts, $4.10; orange marmalade, 7 lb. tins, per doz. $20; 1 lb. glass jars, $4.

Canned Fruits In Good Demand

Montreal.

CANNED GOODS.—There is a noticeable firmness in the market for all canned fruits and vegetables, though no price changes have been noted. Canned fish is in light demand.

Canned Fruits—		
Apples, 2½s, doz.	1 40	1 65
Do., 3s, doz.	1 80	1 95
Do., gallons, doz.	....	5 25
Blueberries, 2s	....	2 40
Currants, black, 2s, doz.	....	4 65
Do., gallons, doz.	....	16 00
Cherries, red, pitted, heavy syrup, doz.	4 40	4 50
Cherries, white, pitted	4 40	4 50
Gooseberries, 2s, heavy syrup, doz.	....	4 65
Do., 2s (pails)	2 77½	2 80
Peaches, 20 oz., doz.	....	....
Do., No. 2	2 80	3 00
Do., 2½ (best)	3 75	4 00
Pears, 2s	2 50	2 90
Do., 2½s	....	3 25
Do., 2s (light syrup)	....	1 90
Pineapples (grated and sliced), 2s	....	3 60
Do., 2½s	....	4 50
Plums—Lombard	2 00	2 20
Gages, Green, 2s	....	2 45
Do. (light syrup, 2s	....	2 00
Raspberries, 2s, black or red, heavy syrup	....	4 65
Do., 2½s	....	
Strawberry, 2s, heavy syrup	....	4 65
Canned Vegetables—		
Asparagus (Amer.) mammoth green, doz.	....	5 75
Asparagus, imported (2½s)	4 85	5 25
Beans, Golden Wax	1 95	2 00
Beans, Refugee	....	1 75
Beets, new sliced, 2-lb.	....	0 95
Corn (2s)	2 10	2 35
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 25	7 50
Spinach, 3s	....	2 85
Spinach, California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Tomatoes, 1s	0 95	1 00
Tomatoes, 2s	....	1 50
Tomatoes, 2½s	....	2 10
Tomatoes, 3s	....	2 15
Tomatoes, gallons	6 00	7 62½
Pumpkin, 2½'s (doz.)	....	1 10
Pumpkins, gallons (doz.)	....	3 25
Peas, Standards	1 85	1 90
Peas, early June	1 92½	1 97½
Peas, extra fine, 2s	....	3 00
Do., fancy, 20 oz.	....	1 57½
Potatoes, Can. sweet, 2½-lb tins	....	....
Do., 2-lb. tins	....	2 75
Olives (In bls, 49 wine gals.), gal.	....	1 35
Canned Fish—		
Salmon—		
Chums, 1-lb. talls	....	2 15
Do., ½s, flat	....	1 12½
1 lb. talls, cases 4 doz., per doz.	4 50	4 80
Pinks, 1-lb. flat	....	2 25
Pinks, 1-lb. talls	2 60	2 75
Pale, ½-lb., doz.	....	1 37½
Pale, 1 lb., doz.	....	2 87½
Pinks, ½-lb., doz.	....	1 62½
Cohoes, 1-lb. talls	....	3 75
Cohoes, 1-lb. flats	....	2 25
Cohoes, ½ lbs., flat	....	1 75
Red Springs, 1-lb. talls	4 00	4 60
Red Springs, ½ lb.	....	2 45
White Springs (1s)	....	2 30
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	....	2 25
Labrador salmon, 1-lb. flat	....	3 60
Alaska, red, 1-lb. tall	....	4 50
Pilchards, 1-lb. talls	1 90	2 00
Whale Steak, 1-lb. flat	....	1 90
Herrings, kippers, dz. (4 dz. case)	....	2 25
Herrings (tomato sauce), doz.	2 25	2 50
Haddies (luneh) (½-lb.)	....	1 00
Haddies, chicken (4 doz. to case), doz.	2 25	2 35
Canadian sardines (case)	6 25	6 75
Norwegian sardines, per case of 100 (¼s)	....	25 00
Oysters (Canned)—		
5 oz., doz.	....	2 60
10 oz., doz.	....	4 20
Lobsters, ¼-lb. doz.	3 00	3 10
Do., ½-lb. tins, doz.	....	5 10
Do., 1-lb. talls	....	8 25
Do., ¾-lb., doz.	....	6 00
Do., 1-lb. flats	....	8 25
Lobster paste, ½-lb. tins	....	3 50
Sardines (Amer. Norweg'n style)	....	14 50
Sardines (gen. Norwegian)	....	25 00
Sardines—Canadian brands (as to quality), case	6 25	17 50
Sardines, French	....	32 00
Scallops, 1-lb., doz.	....	3 25
Do., Eastern trade	....	2 65
Do., Winnipeg and Western	....	2 85
Scotch Snack, No. 2, doz.	....	4 50
Shrimps, No. 1	2 25	2 50
Crabs, No. 1 (cs 4 doz.)	....	6 75
Crab meat (Japanese), doz.	....	6 50
Clams (river) (1 lb.), doz.	....	1 90
Scotch Snack, No. 1, dz., Montreal	....	2 50

Dried Fruits Dull; Prices Unchanged

Montreal.

DRIED FRUITS.—There is a decided slowness in the movement of dried fruits. Buying is light even for this time of year. There have been no variations in prices.

Apricots, slabs	....	0 25
Apples (evaporated)	....	0 22
Peaches (fancy)	....	0 27
Faced	0 19	0 20
Choice	0 20	0 24
Extra choice	0 21	0 24
12 oz., per pkge.	0 16	0 18
Pears	....	0 25
Drained Peels (old)—		
Citron	....	0 45
Lemon	....	0 36
New—Lemon	0 41	0 42
Orange	0 43	0 44
Citron	0 59	0 60
Raisins—		
Bulk, 25-lb. boxes, lb.	0 18	0 20
Muscatels, 2 crown	....	0 16
Do., 3 crown	....	0 17
Cal. seedless, cartons, 16 oz.	0 17	0 19
Choice seeded, 12 oz.	....	0 12
Fancy seeded, 16 oz. pkge.	....	0 14
15 oz.	....	0 17
11 oz.	....	0 13
Choice seeded, 15 oz.	....	0 16
Seedless, 11 oz. pkge.	....	0 14
Seedless, 15 oz. pkg.	....	0 20
Currants, old pack, 15 oz.	0 27½	0 28
Currants (Amarites), loose	....	0 27½
Dates, Excelsior, per case (36-10s)	....	6 25
Packages only	0 19	0 20
Do., Dromedary (36-10 oz.)	....	7 25
Packages only, Excelsior	....	0 20
Do., Dromedary	....	0 22
Figs (layer), 10-lb. boxes	2 60	3 00
Figs, white (70 4-oz. boxes)	....	5 40
Do. (28 8-oz. boxes)	....	3 50
Do. (12 10-oz. boxes)	....	2 20
Figs, Spanish (cooking), 22-lb. boxes	....	0 14
Prunes (25-lb. boxes)—		
30-40s	....	0 32
60-70s	....	0 25
70-80s (25-lb. box)	....	0 22
80-90s	....	0 19
90-100s	0 15	0 17
100-120s	....	0 14
Peels—		
Orange	....	0 37
Cut mixed (1-lb. cartons), doz.	4 10	4 80
In 36 lb. case	....	12 75
Cut, 10-lb. boxes (lb.)	....	0 43

Rice Firms; Steady Demand

Montreal.

RICE.—There is a very good demand noted for rice, and prices are firmly held.

Carolina	....	17 00
Honduras	....	18 00
Siam No. 2	....	13 00
Siam (fancy)	....	12 00
Rangoon "B"	....	13 00
Rangoon CC	....	12 75
Mandarin	....	13 75
Pakling	....	13 00
Patna	0 14	0 15
Japan	....	0 16
Broken rice, fine	7 00	7 50
Do., coarse	....	8 50
Tapioca, per lb. (seed)	0 15	0 16
Tapioca (pearl)	0 15	0 16
Tapioca (flake)	0 12½	0 13

Note.—The rice market is subject to frequent change and the price basis is quite nominal.

Spices Steady; Business Brisk

Montreal.

SPICES.—There is a good movement noted in all spices, and prices remain firm. No price changes have occurred during the week.

Allspice	0 20	0 22
Cassia (pure)	0 32	0 35
Cinnamon—		
Rolls	....	0 55
Pure ground	0 35	0 40
Cloves	0 60	0 70
Cream of tartar (French pure)	0 85	0 90
American high test	0 80	0 85
Ginger	0 30	0 40
Ginger (Cochin or Jamaica)	....	0 35
Mace	0 80	1 00
Mixed spice	0 30	0 32
Nutmegs, whole	0 60	0 70
Do., ground	0 60	0 65
Pepper, black	0 38	0 40
Pepper, white	0 50	0 55
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 27
Paprika	0 65	0 70
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	1 00	1 10
Cardamon seed, per lb., bulk	....	2 00
Carraway (nominal)	0 75	0 80
Cinnnamon, China, lb.	....	0 30
Cinnamon, per lb.	....	0 35
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Shredded cocoanut, in pails	0 21	0 28
Pimento, whole	0 20	0 22

For spices packed in cartons add 4½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

Orange Pekoe Advances 3 Cents

Montreal.

TEA.—There is a very firm feeling on all teas at the present time. Orange Pekoe has advanced 3c per pound during the week, and there are possibilities of other advances.

Pekoe, Souchongs, per lb.	0 45	0 47
Pekoes, per lb.	0 49	0 52
Orange Pekoes	0 56	0 60
Japan Teas—		
Choice (to medium)	0 65	0 75
Early picking	0 65	0 70
Javas—		
Pekoes	0 39	0 41
Orange Pekoes	0 44	0 47
Broken Orange Pekoes	0 40	0 43

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Coffee Prices Remain Unchanged

Montreal.

COFFEE.—No price changes are noted this week on coffee, but there is a very firm feeling noted in the market.

Coffee—		
Bogotas, lb	0 45	0 47
Maracaibo, lb.	0 42½	0 44
Jamaica, lb.	0 40	0 43
Mocha (types)	0 44	0 47
Mexican, lb.	0 44	0 46
Rio, lb.	0 37	0 39½
Santos, Bourbon, lb.	0 44	0 47
Santos, lb.	0 43	0 45
Cocoa—		
In 1-lbs., per doz.	....	5 25
In ½-lbs., per doz.	....	2 75
In ¼-lbs., per doz.	....	1 45
In small size, per doz.	....	1 10

Market For Nuts Reported Firm

Montreal.

NUTS.—No changes have been noted in prices of nuts during the week, but the market is reported very firm.

Almonds, per lb.	....	0 28
Almonds (shelled)	0 57	0 60
Almonds (Jordan)	....	0 70
Brazil nuts (new)	0 28	0 33
Brazil nuts (medium)	0 15	0 17
Filberts (Sicily), per lb.	0 29	0 31
Filberts, Barcelona	0 26½	0 30
Hickory nuts (large and small), lb.	0 10	0 15
Pecans (new Jumbo), per lb.	0 32	0 35
Peanuts—		
Jumbo	0 20	0 23
Fancy	0 16	0 17
Extras	0 12	0 14
Shelled, No. 1, Spanish	0 20	0 21
Salted Spanish, per lb.	0 25	0 26
Shelled, No. 1 Virginia	0 16½	0 18
Do., No. 2	....	0 14
Peanuts (salted)—		
Fancy wholes, per lb.	....	0 38
Fancy splits, per lb.	....	0 33
Pecans (new Jumbo), per lb.	0 32	0 35
Pecans, large, No. 2, polished	0 32	0 35
Pecans, New Orleans, No. 2	0 21	0 24
Pecans, "paper shell," extra large Jumbo	....	0 60
Walnuts (Grenoble)	0 29	0 35
Walnuts (new Naples)	0 23	0 25
Walnuts (shelled)	....	0 90
Walnuts (Spanish)	0 30	0 33

Note—Jobbers sometimes make an added charge to above prices for broken lots.

No Change Noted In Cereals

Montreal.

CEREALS.—Despite the advance in several grains, price of cereals remain unchanged, though there is an improved feeling in the market.

Self-raising Flour—		
3-lb. pkgs., doz.	....	2 90
6-lb. pkgs., doz.	....	5 70
Cornmeal, Gold Dust	....	6 00
Golden	....	5 75
Barley, pearl	5 75	6 00
Barley, Pot, 98 lbs.	5 00	5 25
Barley (roasted)	....	7 50
Buckwheat flour, 98 lbs.	5 50	6 00
Cornflour, white	....	6 00
Rice flour	8 75	9 00
Hominy grits, 98 lbs.	5 75	6 00
Hominy, pearl, 98 lbs.	6 50	7 25
Graham flour	5 75	5 90
Oatmeal (standard-granulated and fine)	6 00	6 30
Oatmeal, fine cut, in pkgs., c/s.	....	4 60
Peas, Canadian, boiling, bush.	4 00	5 50
Split peas (per 98 lbs)	6 00	6 50
Rolled oats, 90-lb. bags	5 25	5 50
Rolled oats (family pack.), case	....	5 60
Rolled oats (small size), case	....	2 00
Oat flakes (case 20 pkgs.)	....	5 30
Rolled wheat (100-lb. bbls.)	7 10	8 00
Porridge Wheat—		
Packages, 36 in case	....	6 00
Packages, 20 in case (family pack.)	....	5 80
Puffed wheat, c/s	....	4 25
Puffed Rice	....	5 25
Wheat Food, 18, 1½s	....	3 25
Tapioca flour, lb.	0 15	0 16

Maple Sugar Reported Scarce

Montreal.

MAPLE PRODUCTS.—Maple sugar is reported to be very scarce, and there is a very keen demand for all stocks offering. There is a firm feeling for all maple products and prices are showing firmer tendencies.

Maple Syrup—		
13½-lb. tins (each) (nominal)	2 50	2 60
10-lb. cans, 6 in case, per case	15 10	20 15
5-lb. cans, 12 in case, per case	17 10	21 05
2½-lb. cans, 24 in case, per case	18 50	21 30
Maple Sugar (nominal), small lots	0 27	0 32
Honey, Clover—		
Comb (fancy)	....	0 30
Comb (No. 1)	....	0 26
In tins, 60 lbs., per lb.	....	0 26
30-lb. pails	....	0 27
10-lb. pails	....	0 28
5-lb. pails	....	0 28
Buckwheat, 6-lb. tins, lb.	0 19	0 20

Molasses and Syrups Unchanged in Price

Montreal.

MOLASSES AND SYRUPS. — No changes in quotations on syrup and molasses as compared with a week ago. There is a fair demand reported for these commodities.

Corn Syrups—		
Barrels, about 700 lbs., per lb.	....	0 08¼
Half bbls.	....	0 08½
Kegs	....	0 08¾
2-lb. tins, 2 doz. in case, case	....	5 45
5-lb. tins, 1 doz. in case, case	....	6 05
10-lb. tins, ½ doz. in case, case	....	5 75
20-lb. tins, ¼ doz. in case, case	....	5 70
2-gal. 25-lb. pails, each	....	2 60
3-gal. 38½-lb. pails, each	....	3 85
5-gal. 65-lb. pails, each	....	6 25
White Corn Syrup—		
2-lb. tins, 3 doz. in case, case	....	5 95
5-lb. tins, 1 doz. in case, case	....	6 55
10-lb. tins, ½ doz. in case, case	....	6 25
20-lb. tins, ¼ doz. in case, case	....	6 20
Cane Syrup (Crystal) Diamond—		
2-lb. tins, 2 doz. in case, per cs.	....	7 50
Barrels, per 100 lbs.	....	10 00
Half barrels, per 100 lbs.	....	10 25
Glucose, 5-lb. cans (case)	....	4 80

	Prices for Island of Montreal	
Barbadoes Molasses—		
Puncheons	0 98	1 03
Barrels	1 01	1 06
Half barrels	1 03	1 08
Antigua Molasses—		
Puncheons	....	0 95
Barrels	....	0 98
½ barrels	....	1 00

Note—Prices on molasses to outside points average about 3c per gallon less.

Bean Prices Firm; Stocks Moderate

Montreal.

BEANS.—There is a very firm undertone to the bean market at the present time. Stocks are comparatively light, and there is a growing demand that may result in a further price advance.

Canadian, hand-picked, bush.	5 40	5 70
British Columbia	....	5 00
Brown Beans	3 50	4 00
Japanese	4 50	4 60
Yellow Eyes	....	5 50
Lima, per lb. (as to quality)	0 10	0 12
Kidney beans	6 00	6 50
Peas, white soup, per bushel	3 25	3 50
Peas, split, new crop (98 lbs.)	....	6 50
Peas (blue)	0 08	0 09

Flour Unchanged; Stocks Light

Montreal.

FLOUR.—Flour stocks still are fairly limited, with a very fair demand in evidence. There has been no change in prices this week.

Standard Wheat Flours—		
Straight or mixed cars, 50,000 lbs. on track, per bbl., in (2) jute bags, 98 lbs.	....	11 00
Per bbl., in (2) cotton bags, 98 lbs.	....	11 15
Small lots, per bbl. (2) jute bags, 98 lbs.	....	11 30
Winter wheat flour (bbl.)	11 00	11 50

Feeds Show Sharp Advance

Montreal.

FEEDS.—There has been a sharp advance in feeds during the week owing to the growing scarcity of stocks and keen bidding for all supplies available.

Shorts—		
Mixed cars	....	55 00
Bran—		
Mixed cars	....	45 00
Crushed oats	60 00	68 00
Barley chop	60 00	70 00
Special, middlings	....	56 00
Feed flour (98 lbs. sack)	3 50	3 75
Gluten Feed (22% Protein)—		
F.O.B. Cardinal	....	56 50
F.O.B. Fort William	....	55 00

New Crop Reduces Hay Prices

Montreal.

HAY, OATS, BARLEY.—New hay is

coming on the market and has helped to reduce the high prices, and this week quotations are lower by $2 a ton. Barley is quoted slightly higher, as are also feed oats.

Good, No. 1, per 2,000-lb. ton	....	25 00
Do., No. 2	....	23 00
Do., No. 3	22 00	21 00
Straw	....	11 00
Oats—		
No. 2 C.W. (34 lbs.)	....	1 03
No. 3 C.W.	....	1 01½
Extra feed	....	1 02
No. 1 feed	....	1 00
No. 2 feed	....	0 98
Barley—		
No. 3 extra Ontario	....	1 57
No. 3	....	1 56

Note—These prices are at elevator and bags and bagging are not included.

Duchess Apples in Hampers Cheaper

Montreal.

FRUIT.—There is a fair supply of fall apples coming on the market at present, with Duchess predominating. There has been a slight decline in price as a result. California peaches are also somewhat easier, but otherwise the fruit market shows no changes.

Apples—		
Hampers	....	2 75
Barrels, No. 1	6 50	7 00
Duchess, No. 2	5 50	6 00
Yellow Transparent Strawberry	4 50	5 00
Apricots, box	....	3 25
Bananas (as to grade), bunch	5 00	6 00
Blueberries, qt.	....	0 30
Do., (11 baskets)	....	3 75
Canteloupes, doz.	....	2 75
Grapefruit (fancy Porto Rico)	4 50	5 50
Grapes (basket, 30 lbs.)	....	4 00
Lemons, Messina	6 00	7 00
Melons (Montreal), doz.	20 00	25 00
Watermelons, each	....	0 75
Pears, California, (110 size)	4 75	5 00
Peaches, California (box)	....	1 75
Plums, box	2 75	3 00
Oranges, Cal., Valencias	6 50	7 00
Do., 150	....	4 50
Do., 176	....	5 00
Do., 200-216	....	5 00
Blood oranges	....	4 50

Vegetable Prices Remain Unchanged

Montreal.

VEGETABLES. — There is a fair showing of vegetables on the local market, with a good demand for all offerings. There have been no price changes during the week.

Beans, new string, Montreal, 20-lb. bag	....	1 25
Beets, new, doz. (Montreal)	....	0 40
Cucumbers (Montreal), doz.	0 20	0 25
Chickory, doz.	....	0 75
Cauliflower (Montreal), doz.	1 50	2 00
Cabbage (Montreal), doz.	....	0 75
Carrots (new), doz.	0 15	0 20
Celery, doz.	....	1 00
Corn (per bag, doz.)	0 15	0 20
Cabbage (Montreal), doz.	....	0 75
Lettuce (curly), doz.	....	0 25
Lettuce (curly), box	....	0 15
Lettuce (Montreal), head	....	0 50
Leeks	....	1 50
Mint	....	0 30
Mushrooms, lb.	....	1 75
Basket (about 3 lbs.)	....	4 00
Onions, Texas, hamper	....	4 00
Yellow, 95-lb. sack	....	7 00
Do., Red (bunches), doz.	....	1 00
Parsley (Canadian)	....	0 20
Potatoes, Montreal (90-lb. bag)	....	2 60
Radishes, doz.	....	0 25
Rhubarb, doz.	....	0 25
Spinach, box	....	0 75
Turnips, Quebec, bag	....	1 75
Do., new, doz.	....	0 40
Tomatoes (Montreal), 30-lb. box	....	1 00
Do., hothouse, lb.	....	0 30

ONTARIO MARKETS

TORONTO, Aug. 29—There is not much improvement in the sugar situation, as far as improved deliveries from refineries are concerned, although no real shortage has been heard of yet, as far as the retailer is concerned. The situation is certainly stringent and quantities in wholesalers' hands are very light. New raisin prices are announced and show big increases. Teas and coffees are very strong. Spices are having a big inquiry. Prices for the most part are strong at unchanged levels.

Little Improvement in Sugar Situation

Toronto.

SUGAR.—No changes are reported in quotations on sugar. The market is very firm, and no improvement has taken place in the situation as regards increased supplies. Prices on raws from delivery next January, February and March, are inclined to be high, $6.50 being the f.o.b. price at Cuba. No actual shortage is reported among grocers, and householders have been able to get their requirements, but just how long they will be able to do so will depend on the supplies held by the retail trade. The movement is very slow, and deliveries from the refineries are away behind.

On Tuesday of this week Canada Sugar Refinery announced an advance of 45 cents per cwt., making their price still 10 cents under the other refineries.

St. Lawrence, extra granulated	10 71
Atlantic, extra granulated	10 71
Acadia Sugar Refinery, extra granulated	10 71
Can. Sugar Refinery, extra granulated	10 61
Dom. Sugar Refinery, extra granulated	10 16

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis; 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies, 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2s, 55c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 70c. Yellows same as above.

Molasses and Syrups Quiet

Toronto.

MOLASSES, SYRUPS.—The market for molasses and syrups is very quiet at the present time, the movement being slow. Quotations are strong at unchanged levels. The demand for these lines is usually quiet at this season.

Corn Syrups—		
Barrels, about 700 lbs., yellow, per lb.	....	$0 08¼
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case	....	5 95
Cases, 5-lb. tins, white, 1 doz. in case	....	6 55
Cases, 10-lb. tins, white, ½ doz. in case	....	6 25
Cases, 2-lb. tins, yellow, 2 doz. in case	....	5 45
Cases, 5-lb. tins, yellow, 1 doz. in case	....	5 85
Cases, 10-lb. tins, yellow, ½ doz. in case	....	5 75
Cane Syrups—		
Barrels and half barrels, lb.	0 08	....
Half barrels, ¼c over bbls.; ¼ bbls., ½c over.		
Cases, 2-lb. tins, 2 doz. in case	....	7 00
Molasses—		
Fancy, Barbadoes, barrels	1 10	1 15
Choice Barbadoes, barrels	....	1 00
West India, bbls., gal.	....	0 44
West India, No. 10, kegs	....	6 50
West India, No. 5, kegs	....	3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	4 90
Tins, 3-lb. table grade, case 2 doz., Barbadoes	....	6 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	5 30
Tins, 10-lb., ½ doz. to case, Barbadoes	....	5 20
Tins, No. 2, baking grade, case 2 doz.	3 50	4 00
Tins, No. 3, baking grade, case of 2 doz.	4 70	6 50
Tins, No. 5, baking grade, case of 1 doz.	3 75	6 20
Tins, No. 10, baking grade, case of ½ doz.	3 60	6 00
West Indies, 1½s, 48s	4 60	6 95

Packaged Goods Are Unchanged

Toronto.

PACKAGE GOODS.—The market for all packaged lines is very firm. Rolled oats are selling freely at unchanged figures. Corn flakes, too, are in demand and quotations rule at the same levels as a week ago.

PACKAGE GOODS

Rolled Oats, 20s round, case	....	$5 60
Do., 20s square, case	5 10	5 60
Do., 36s, case	....	4 00
Do., 18s, case	....	2 00
Corn Flakes, 36s, case	3 60	4 25
Shredded Wheat, 36s, regular, case	....	4 50
Porridge Wheat, 36s, regular, case	....	6 00
Do., 20s, family, case	....	5 80
Cooker Package Peas, 36s, case	....	3 60
West Indies, 1½s, 48s	4 60	6 95
Cornstarch, No. 1, lb. cartons	0 11½	0 11¾
Do., No. 2, lb. cartons	....	0 10¼
Laundry starch	....	0 10
Laundry starch, in 1-lb. cartons	....	0 12
Do., Do., in 6-lb. tin canisters	....	0 13¼
Do., Do., in 6-lb. wood boxes	....	0 13¼
Potato Flour, in 1-lb. pkgs.	....	0 16
Fine oatmeal, 20s	....	5 60
Cornmeal, 24s	....	3 65
Farina, 24s	....	2 35
Barley, 24s	....	2 35
Wheat flakes, 24s	....	5 40
Wheat kernels, 24s	....	4 50
Self-rising pancake flour, 24s	....	3 30
Buckwheat flour, 24s	....	3 30

Canned Goods Are Big Sellers

Toronto.

CANNED GOODS.—All canned goods are selling freely. The demand for salmon is on a very large scale. The inquiry for salmon this summer has been in excess of other years in spite of the scarcity of the best lines. Red salmon is a very free seller. Canned fruits and vegetables are moving briskly, and a big export demand is reported on both these lines.

Salmon—		
Sockeye, 1s, doz.	....	4 75
Sockeye, ½s, doz.	....	2 95
Alaska reds, 1s, doz.	4 25	4 50
Do., ½s	....	3 00
Chums, 1-lb. talls	2 35	2 60
Do., ½s doz.	1 85	1 45
Pinks, 1-lb. talls	2 35	2 60
Do., ½s doz.	1 35	1 50
Cohoes, ½-lb. tins	2 00	2 10
Cohoes, 1-lb. tins	3 75	3 90
Red Springs, 1-lb. talls	3 75	4 25

White Springs, 1s, dozen	2 30	2 35
Lobsters, ½ lb., doz.	....	6 00
Do., ¼-lb. tins	....	
Whale Steak, 1s flat doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	2 10
Canned Vegetables—		
Beets, 2s	....	1 95
Tomatoes, 2½s	....	2 25
Peas, standard	1 97½	2 02½
Peas, early June	2 12½	2 17½
Do., Sweet Wrinkle	2 40	2 45
Do., extra sifted	2 77½	2 82½
Beans, golden wax, doz.	....	....
Asparagus, tins, doz.	3 85	4 25
Asparagus butts, 2½s	....	2 50
Canadian corn	....	....
Corn, American, 2s, doz.	2 15	2 25
Pumpkins, 2½s	....	1 25
Spinach, 2s, doz.	....	1 90
Do., 2½s, doz.	2 52½	2 80
Do., 10s, doz	....	10 00
Pineapples, sliced, 2s, doz.	....	....
Do., shredded, 2s, doz.	....	....
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 52½
Do., standard, 10s, doz.	....	5 00
Apples, gal., doz.	....	....
Peaches, 2s	....	2 87½
Pears, 2s	2 35	2 87½
Plums, Lombard, 2s	....	2 40
Do., Green Gage	....	....
Cherries, pitted, H. S.	4 35	4 40
Raspberries, 2s, H.S.	4 65	4 75
Strawberries, 2s, H.S.	....	5 25
Blueberries, 2s	2 10	2 35
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Jams—		
Apricot, 4s, each	....	0 90
Black currants, 16 oz., doz.	....	4 50
Do., 4s, each	....	1 10
Gooseberry, 4s, each	....	0 84
Peach, 4s, each	....	0 88
Red currants, 16 oz., doz.	....	3 45
Raspberries, 16 oz., doz.	....	4 50
Do., 4s, each	....	1 10
Strawberries, 16 oz., doz.	....	4 50
Do., 4s, each	....	1 15

Raisin Prices Show Big Advances

Toronto.

DRIED FRUITS.—Quotations on the new California raisin crop are named, that is, on the basis f.o.b. California. The prices show very marked increases over the figures of a year ago. They are given in another column. The prices to the retail trade are not named yet, but of course these will not be given out until there is some of the new crop on the market. The prices just announced are the California Raisin Association's quotations to brokers. Dried fruits are in small supply as far as the Toronto market is concerned. Only small sizes of prunes are available, and apricots are off the market.

Apricots, unpitted	....	....
Do., fancy, 25s	....	....
Do., choice, 25s	....	....
Do., standard, 25s	....	....
Candied Peels, American—		
Lemon	....	0 44
Orange	....	0 48
Citron	0 47	....
Currants—		
Grecian, per lb.	0 22	0 23
Australians, 3 Crown, lb.	0 22	0 23
Dates—		
Excelsior, pkgs., 3 doz. in case	....	6 50
Dromedary, 3 doz. in case	....	7 50
Figs—		
Taps, lb.	....	....
Malagas, lb.	....	....
Comadre figs, mats, lb.	....	....
Smyrna figs, in bags	0 18	0 19
Cal., 4 oz. pkgs., 70s. case	....	5 00
Cal., 8 oz., 20s. case	....	3 25
Cal., 10 oz., 12s. case	....	2 25
Prunes—		
30-40s, per lb.	....	....
40-50s, per lb.	....	....
50-60s, per lb.	....	....
60-70s, per lb.	....	0 26½
70-80s, per lb.	....	....
80-90s, per lb.	....	....
90-100s, per lb.	....	
100-120s, per lb.	....	0 15½
Peaches—		
Standard, 25-lb. box, peeled	....	0 20
Choice, 25-lb. box, peeled	....	0 23
Fancy, 25-lb. boxes	....	0 24
Practically peeled, 25-lb. boxes	....	0 22½
Extra choice, 25-lb. box, peeled	....	0 26
Raisins—		
California bleached, lb.	....	....
Extra fancy, sulphur, blch., 25s	....	....
Seedless, 15-oz. packets	....	0 22
Seeded, fancy, 1-lb. packets	....	....
Seeded, 15-oz. packets	....	0 17
Seedless, Thompson's, bulk	....	0 20
Seedless, 16-oz. packets	....	0 20
Crown Muscatels, 25s	0 15¾	0 17

Golden Cornmeal is Quoted Higher

Toronto.

CEREALS.—An advance of 25 cents per 98 pound sack is reported on golden cornmeal this week. All other prices are unchanged. The market is firm for all cereals in bulk. The best cornmeal is quoted at $6.50 for 98 pound sacks. Rice flour is very strong, selling at $10 per cwt.

	Single Bag Lots F.o.b.	Toronto
Barley, pearl, 98s	5 50	6 00
Barley, pot, 98s	4 25	4 50
Barley Flour, 98s	....	4 50
Buckwheat Flour, 98s	7 25	8 00
Cornmeal, Golden, 98s	5 75	6 50
Do., fancy yellow, 98s	5 75	6 50
Hominy grits, 98s	....	5 25
Hominy, pearl, 98s	5 00	5 25
Oatmeal, 98s	....	6 25
Oat Flour	....	4 50
Rolled oats, 90s	....	5 75
Rolled Wheat, 100-lb. bbl.	6 50	7 00
Breakfast Food No.1	....	6 15
Do. No. 2	....	6 15
Rice flour, 100 lbs.	....	10 00
Linseed meal, 98s	....	6 75
Peas, split, 98s	....	6 50
Blue peas, lb.	....	0 10

Spot Prices on Teas Are Advancing

Toronto.

TEAS.—Spot quotations on teas are from 2 to 3 cents higher this week. Good teas are now in very small supply, and anything of a desirable quality is being held at firm figures. The market at primary points is advancing all the time, and all indications point to a very high market for some time to come. The supplies on spot are being depleted, and all new buying is at strong levels.

Ceylons and Indians—		
Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 56
Broken Pekoes	0 56	0 58
Broken Orange Pekoes	0 58	0 60
Javas—		
Broken Orange Pekoe	0 58	0 65
Broken Pekoes	0 40	0 45
Japans and Chinas—		
Early pickings, Japans	0 53	0 55
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

Coffee Quotations Are Very Strong

Toronto.

COFFEES.—Quotations on coffees are strong at last week's advance of 2 cents per pound. The market at primary points continues very strong for raws. Stocks among the dealers are not heavy and new buying is at high figures. All indications point to a strong market ruling for some time to come.

Java, Private Estate	0 55	0 57
Java, Old Government, lb.	0 52	0 57
Bogotas, lb.	0 52	0 57
Guatemala, lb.	0 48	0 52
Mexican, lb.	....	0 52
Maracaibo, lb.	0 47	0 50
Jamaica, lb.	0 47	0 49
Blue Mountain Jamaica	0 52	0 57
Mocha, Arabian, lb.	0 57	0 59
Rio, lb.	0 37	0 39
Santos, Bourbon, lb.	0 47	0 50
Ceylon, Plantation, lb.	....	
Chicory, lb.	0 30	0 32
Cocoa—		
Pure, lb.	....	0 31
Sweet, lb.	....	0 31

Tapioca Shows Sharp Advance

Toronto.

RICES.—The situation in rices is still very strong, and while quotations on spot are unchanged this week, all indications point to very high levels ruling for some time to come. Supplies are very light, particularly of the best qualities. Some dealers have advanced their quotations on tapioca this week, the price now ruling being from 14½ to 15½ cents.

Texas, fancy, per 100 lb.	17 50	18 00
Blue Rose, Texas, per 100 lbs.	....	18 00
Honduras, fancy, per 100 lbs.	....	....
Siam, fancy, per 100 lbs.	15 00	16 00
Siam, second, per 100 lbs.	13 50	14 50
Japans, fancy, per 100 lbs.	....	17 00
Do., seconds, per 100 lbs.	13 00	14 00
Chinese ,XX., per 100 lbs.	....	....
Do., Simiu	....	16 00
Do., Mujin, No. 1	....	16 00
Do., Pakling	....	14 00
White Sago	0 13¼	0 13½
Tapioca, per lb.	0 14½	0 15½

Cocoanut Market is Advancing

Toronto.

NUTS.—Ceylon unsweetened cocoanut is quoted at 36 cents per pound. The sweetened cocoanut is 43 cents per pound. The market for cocoanut has shown sharp advances of late, and the likelihood is for a very firm situation. Prices now ruling are the highest on record. All nuts are ruling at strong figures. Both almonds and walnuts are bringing high figures on primary markets, and indications point to limited supplies for this market, because of the excessive demand. Almonds cannot be bought at primary points under 58 cents, and this means that they will cost around 70 cents to the retail trade for new goods. Shelled French walnuts are from 88 to 90 cents per pound.

Almonds, Tarragonas, lb.	0 28	0 32
Butternuts, Canadian, lb.	....	0 08
Walnuts, California, lb.	0 40	0 42
Walnuts, Grenobles, lb.	0 34	0 35
Walnuts, Bordeaux, lb.	0 28	0 30
Filberts, lb.	0 23	0 24
Pecans, lb.	....	0 30
Cocosnuts, Jamaica, sack	....	10 00
Cocoanut, unsweetened, lb.	....	0 36
Do., sweetened, lb.	....	0 43
Peanuts, Jumbo, roasted	0 18	0 19
Brazil nuts, lb.	0 21	0 22
Shelled—		
Almonds, lb.	0 62	0 65
Filberts, lb.	0 50	0 55
Walnuts, lb.	0 88	0 90
Peanuts, Spanish, lb.	....	0 20
Do., Chinese, 30-32 to oz.	0 16	0 18
Brazil nuts, lb.	....	0 88

Brisk Inquiry For All Spices

Toronto.

SPICES.—There is a very brisk demand for all kinds of spices just now. Prices are very firm, and some lines are in small supply. Shipments of celery seed have been delayed from France, and the result is almost a bare market in this respect. Ginger too, is very

strong, the old crop having been pretty well bought up already. Cream of tartar is firm at unchanged figures.

Allspice	0 19	0 21
Cassia	0 33	0 40
Cinnamon	0 35	0 50
Cloves	0 70	0 75
Cayenne	0 33	0 37
Ginger	0 28	0 38
Herbs — sage, thyme, parsley, mint, savery, Marjoram	0 40	0 70
Pastry	0 32	0 38
Pickling spices	0 22	0 30
Mace	0 90	1 10
Peppers, black	0 40	0 43
Peppers, white	0 50	0 53
Paprika, lb.	0 60	0 70
Nutmegs, selects, whole, 100s..	0 45	0 50
Do., 80s	....	0 55
Do., 64s	0 60	0 65
Mustard seed, whole	0 40	0 45
Celery seed, whole	....	0 75
Coriander, whole	0 25	0 30
Carraway seed, whole	0 40	0 50
Tumeric, whole	0 25	0 27
Cream of Tartar—		
French, pure	....	0 80
American high test, bulk	0 75	0 80
2-oz. packages, doz.	....	1 75
4-oz. packages, doz.	....	3 25
8-oz. tins, doz.	....	6 75

Honey Growers Hold For Higher Prices

Toronto.

MAPLE SYRUP, HONEY.—Dealers' quotations on honey to the retail trade are higher. Some new honey is being bought around 20 cents per pound, in the country, but very little has been purchased at that figure. The growers are holding out for higher prices, and some are asking even as high as 25 cents for it, but on inquiry among buyers, CANADIAN GROCER has not learned of that figure having actually been paid. Buyers claim the price asked is too high, and bids have been more around 20 cents than any other figure.

Honey, Clover—		
5-lb. tins	....	0 24
2½s tins	....	0 25
10-lb. tins	....	0 24
60-lb. tins	....	0 24
Buckwheat, 50-lb. tins, lb.	....	0 18
Comb, No. 1, fancy, doz.	....	....
Do., No. 2, doz.		
Maple Syrup—		
8½-lb. tins, 10 to case, case		17 00
Wine qt. tins, 24 to case, case		16 00
Wine ½ gal. tins, 12 to case, case		15 00
Wine 1 gal. tins, 6 to case, case		14 00
Imperial 5 gal. cans, 1 to case, case		14 00
Maple Sugar—		
50 1-lb. blocks to case, lb.	....	0 29

Beans Have Slow Inquiry This Week

Toronto.

BEANS.—The market for Canadian beans is quiet just now, the demand being light. However, prices are generally firm, and holding at the high levels that have been ruling now for some time past.

Ontario, 1-lb. to 2-lb. pickers, bus.	....	$5 00
Do., hand-picked, bus.	5 50	5 75
Japanese Kotenashi, per bush.	....	4 50
Rangoons, per bushel	....	3 00
Limas, per lb.	....	0 12½

Can. Late Fruits Arriving Freely

Toronto.

FRUITS.—Canadian peaches are beginning to come more freely, although the best varieties are not yet available. The 11 qt. baskets are selling at from $1 to $1.50 and the sixes at from 50c to 85 cents. Canadian pears in large baskets are quoted at from $1 to $1.25, and the California Bartletts at $4.75 per box. There are no imported canteloupes now on the market. Canadian canteloupes are arriving freely, the salmon flesh melons ranging from $1 to $1.25 for large baskets, and at from 75 cent to $1 for eleven quart baskets. The 16 quart baskets, sugar sweets, are 75 cents. Canadian plums are $1 and $1.50 for large baskets, and from 60 to 75 cents for six quart baskets.

Bananas, per lb.	....	0 08
Valencia Oranges—		
100s, 126s, 150s, 176s, 200s, 216s, 250s, 288s, 300s, 360s..	4 75	6 50
Cal. Grapefruits, 64s	....	5 00
Lemons, Cal., 270s, case	....	5 00
Do., Messina Verdellis, box	6 50	7 00
Blueberries, 11-qt. basket	....	2 50
Watermelons	....	1 00
Cal., Elbertas, peaches, boxes	1 75	1 85
Cal., Clings, boxes	2 50	2 75
Domestic peaches—		
Leno covered, 11 qt.	1 25	1 50
Do., 6 qts.	0 75	0 85
Flat covered, 11 qts.	1 00	1 25
Do., 6 qts.	0 50	0 75
Plums, 11 qts.	1 00	1 50
Do., 6 qts.	0 60	0 75
Apples, 11 qts.	0 65	1 00
Cal. Bartlett Pears, box	....	4 75
Can. Pears, 11 qts.	1 00	1 25
Cal. Gravenstein Apples, box, all sizes	4 00	4 25
Grapes, Cal. Malaga, crate	....	3 75
Can. Canteloupes—		
Salmon flesh, 16 qts.	1 00	1 25
Do., 11 qts.	0 75	1 00
Sugar Sweets, 16 qts.	....	0 75

Ont. Potatoes Are Easier

Toronto.

VEGETABLES.—Ontario potatoes are quoted lower this week. They are selling at $3 per bag, and number two's are $2.25. Onions are arriving freely. Peekaboo onions in 100-lb. sacks are quoted at $6, and Spanish onions at $9. Tomatoes are at low levels at the present time, there being a heavy supply moving to market. They are quoted at from 30 to 60 cents per basket. Gherkins are $1 to $1.50 for large baskets. Beets and carrots are now quoted by the bag at $1.50.

Beets, bag	....	1 50
Cabbage, per large crate	4 00	4 75
Do., 32-qt. crate	2 25	2 50
Carrots, per bag	....	1 50
Can. Lettuce, doz.	0 50	0 75
Onions, Kentucky fine hard, 100-lb. sacks	5 00	5 50
Do., doz.	0 50	0 60
Can. Onions, 75-lb. sacks	....	4 50
Peekaboo Onions, 100 lbs.	....	6 00
Spanish Onions, 100 lbs.	....	9 00
Parsley, per basket	....	1 00
Peppers, green, doz.	0 75	0 85
Do., sweet	....	1 00
Celery, doz.	0 40	0 50
Wax Beans, Can., 11-qt. basket	....	0 60
Do., 6-qt. basket	....	0 35
Cucumbers, 11 qt. basket	....	0 50
Potatoes—		
Jersey, 150-lb. sacks, No. 1s	....	4 75
Ontarios, 90-lb. bags	....	3 00
Ontarios, No. 2s	....	2 25
Turnips, doz.	0 30	0 40
Marrows, basket	....	0 50
Tomatoes, 11-qt. basket	0 30	0 60
Can. Corn, doz.	....	0 20
Egg plant, 11-qt. basket	....	1 25
Gherkins, 11 qts.	1 00	1 50

Flour Situation is Very Strong

Toronto

FLOUR.—The situation in flour is very strong. New crop wheat is now being manufactured in the West, but there is none of the flour on the market yet. Prices to the trade are unchanged, but the millers are not booking any orders to any extent, as supplies of old crop flour are very light. Everything points to high prices for flour in the next year.

Flour—		
Government standard, 74 per cent. extraction.		
Ontario winter wheat flour, in carload shipments, on track, in cotton bags	....	11 15
In jute bags	....	11 00

Sharp Advance in Millfeeds

Toronto.

MILLFEEDS.—Quotations on millfeeds made a sharp advance on Saturday last. Shorts have advanced to $55.25 per ton, and bran is quoted at $45.25 per ton. These are the highest figures that have ruled for a long time. The scarcity of supplies is the biggest factor in boosting prices. Feed flour is selling at $68 per ton, and white middlings at $64.

	In carlots, track
Bran, per ton	55 25
Shorts, per ton	45 25

WINNIPEG MARKETS

WINNIPEG, Aug. 23—There is a good movement of business reported in this market, though there has been comparatively few price changes. Some wholesalers have advanced coffee prices sharply. Other goods remain practically unchanged, though with a firm market undertone.

Salmon Pack Shows Better Prospects

Winnipeg.

SALMON.—While the price is unchanged there is considerable satisfaction felt over the latest reports just to hand this morning showing an increase in the pack of many grades. Sockeyes are about the same: 25 per cent. of 1s talls; 50 per cent of ½s flat; 35 per cent. of 1s flat. Cohoes, 30 per cent. 1s talls; 100 per cent. ½s flat. Pinks, 80 per cent., possibly 100 per cent. White 100 per cent.

Sugar Situation Somewhat Relieved

Winnipeg.

SUGAR.—The sugar situation is somewhat relieved, some refiners are again accepting Manitoba business which had refused deliveries earlier in the month. Redpath is still held to the old price while others have advanced ½c per lb. The local jobbers are looking for very high sugar this fall some go so far as to say they would not be surprised to see it 17c or 18c per lb.

Continued on page 49

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., August 26.—B. C. sugar has advanced 50 cents. Some eastern sugar, mostly yellow, is arriving. Mostly all cuts of hams and bacon are down a cent. Lard is half a cent, lower in some quarters, although no actual change in list price has taken place. Standard peas are quoted at $4.40 and $4.60. New season's choice evaporated apricots, twenty-fives, are 40 cents. Some extra fancy Siam rice is quoted to arrive at 16 cents. Canteloupes are $6; Grapefruit $7.50; lemons, $9; oranges, $7.25. Local potatoes $45. Domestic sardines are lower at $6.40 per case.

Beans, Limas	0 12	0 15
Beans, B.C.	7 00	7 50
Flour, 98s, per bbl.	....	10 50
Rolled oats, 80s	....	4 50
Rice, Siam,	....	0 16
Japan, No. 1	17 00	18 00
Tapioca, lb.	....	0 14
Sago, lb.	....	0 14
Sugar, pure cane, granulated, cwt	....	11 52
Cheese, No. 1, Ontario, large	0 30	0 32
Butter, creamery, lb.	0 55	0 59
Do., dairy, lb.	0 40	0 42
Lard, pure, 3s, per case	22 50	22 80
Eggs, new-laid, local	15 50	16 50
Tomatoes, 2½s, standard, case	....	4 60
Corn, 2s, case	4 80	5 00
Peas, 2s, standard case	4 40	4 60
Strawberries, 2s, Ontario, case	8 10	8 75
Raspberries, 2s, Ontario, case	9 00	9 50
Cherries, 2s, red, pitted	....	11 50
Apples, evaporated	0 24	0 25
Do., 25s, lb.	....	0 23
Apricots, evaporated, 25s	....	0 40
Peaches, evaporated, lb.	....	0 30
Prunes, 90-100s	....	....
Do., 40-50s	....	....
Do., 50-60s	....	0 28
Salmon, pink tall, case	9 00	10 25
Salmon, Sockeye, tall, case	....	....
Do., halves	18 00	19 00
Potatoes, per ton	....	45 00
Oranges	....	7 25
Lemons	....	9 00
Grapefruit	....	7 50
Canteloupes, crate	....	6 00
B.C. Raspberries	4 75	5 00

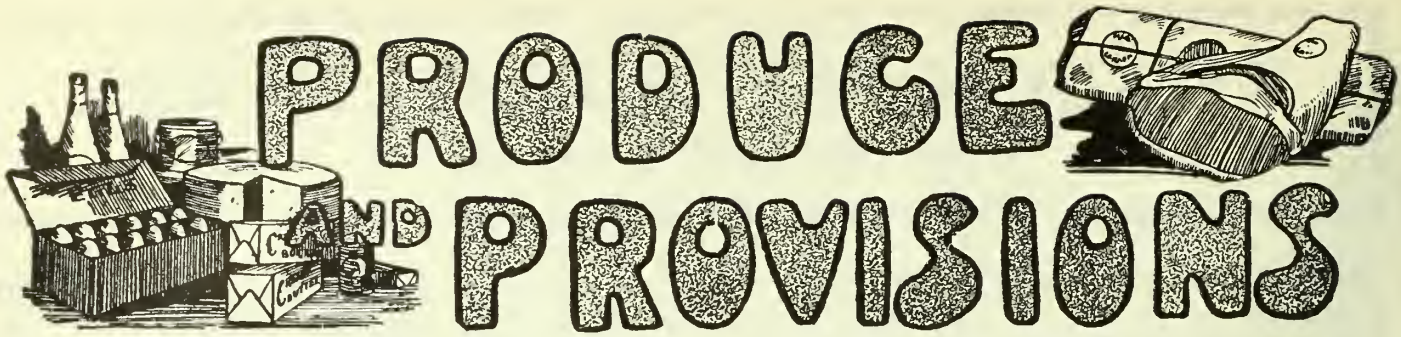
New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., August 26.—The market is quiet. Few changes are recorded. The tendency in most lines is firm. Sugar has advanced, standard now selling at $10.60; yellow $10.10. Rolled oats are $12.50. Eggs are higher, fresh 65 to 70 cents. Case eggs are 60 cents. Compound lard is 32½ to 33½ cents. There are no evaporated apples on the market.

Flour, No. 1 patents, bbls., Man.	....	$12 50
Cornmeal, gran., bags	6 25	6 35
Cornmeal, ordinary, bags	4 50	4 75
Rolled oats	....	12 50
Rice, Siam, per 100 lbs.	13 75	14 00
Molasses	0 88	0 89
Sugar—		
Standard, granulated	....	10 60
No. 1, yellow	....	10 10
Cheese, New Brunswick	0 27	0 28
Cheese, Ont., twins	0 30	0 31
Eggs, fresh, doz.	0 65	0 70
Eggs, case	....	0 60
Breakfast bacon	0 48	0 50
Butter, creamery, per lb.	....	0 55
Butter, dairy, per lb.	....	0 45
Butter, tub	....	0 43
Lard, pure, lb.	0 40½	0 41
Lard, compound	0 32½	0 33½
American clear pork	70 00	77 00
Beef, corned, 1s	4 55	4 90
Tomatoes, 2½s, standard case	....	4 90
Raspberries, 2s, Ont., case	....	....
Peaches, 2s, standard, case	....	....
Corn, 2s, standard case	....	4 70
Peas, standard case	4 20	5 00
Apples, gal., N.B., doz.	....	5 00
Strawberries, 2s, Ont., case	....	....
Salmon, Red, spring, cases	....	....
Pinks	11 00	11 50
Cohoes	14 50	15 00
Chums	....	8 50
Evaporated apples, per lb.	....	....
Peaches, per lb.	....	....
Potatoes—		
Natives, per bbl.	3 00	3 50
Onions, American, cwt.	....	6 00
Do., Canadian	....	6 00
New Potatoes, barrel	4 00	4 25
Lemons, Cal.	8 00	8 50
Pears, Cal., box	5 50	6 00
Plums, Cal., crate	4 00	4 50
Oranges, Cal., case	7 50	8 00
Grapefruit, Cal., case	12 00	14 00
Apples, Cal., Gravensteins	....	4 50
Peaches, Cal., box	....	2 50
Bananas, per lb.	0 09	0 10

A Glimpse in the Grocery Department of Goodwin's, Ltd., Montreal.



Firming Tendency in Eggs and Poultry

THERE has been a somewhat firmer tendency in the egg market during recent weeks. Especially is this the case in regard to better grade eggs. There has been a considerable improvement in quality and this has led to an improved demand. There is a general expectation that there will be an increased production now that the harvest is in and the fowl have the run of the fields. In the Western provinces there seems to be a tendency toward a decline in production, but this is expected to remedy itself in due time.

In the United States, governmental seizure of eggs in cold storage has had a disturbing effect on the situation, and has engendered a feeling of nervousness in all storage holders.

Actual stocks in storage in the United States on August 1st, showed an improvement of over a million cases on stocks of the preceding year.

In regard to poultry about the same situation prevails. There are comparatively limited stocks arriving, but there appears to be a very sizable holding of stocks in cold storage. In the United States there is a very heavy increase in the stocks of poultry in storage.

Canadian Egg Exports, 1919.

	Cases
March	7,620
April	8,405
May	18,023
June	6,495
July 6th-12th	1,245 cases
July 13th-19th	950 cases
July 20th-26th	550 cases
July 27th-Aug. 2	500 cases
	3,245
Aug. 3rd-9th	1,431 cases
Aug. 10th-16th	1,350 cases
	2,781
(1,397,070 dozen)	46,569

United States Government Report Storage Stocks, August 1st, 1919.

Eggs:—	
August 1st, 1919	7,853,288 cases
August 1st, 1918	6,523,942 cases
Increase	1,329,346 cases
Poultry:—	
August 1st, 1919	40,675,402 lbs.
August 1st, 1918	18,344,255 lbs.
Increase	22,331,147 lbs.

Canadian Storage Stocks, August 1st, 1919.

Eggs:—	
Cold Storage	12,367,571
Other than Cold Storage	1,019,154
Total (doz.)	13,386,725
Frozen (lbs.)	502,108
Poultry:—	Lbs.
Broilers	53,496
Chickens	211,109
Fowl	621,295
Ducks	11,825
Geese	66,068
Turkeys	125,188
Unclassified	108,503
Total Poultry	1,197,484

Fish Department Helps Grocery Trade

Thos. Elrick, 434 College St., Toronto, Sells on an Average 600 Pounds of Fish Weekly in Summer and More Than Twice That in Winter

HOW a fish department can help a grocery business is proved in the experience of Thos. Elrick, 434 College Street. Until two years ago Mr. Elrick had only his grocery store, but securing the adjoining store to the west, he opened a fish business, and as he told CANADIAN GROCER, he has not been sorry. It has surpassed expectations in the amount of turnover, and has served in a very marked degree to increase his clientele for groceries.

"Although the fish department is entirely separate from the grocery, it has brought business to the latter that otherwise would never have come," Mr. Elrick stated. The two are entered on the inside through a glass door and have separate entrances from College street. "I sold over a ton of fish on the day before Good Friday, last spring," Mr. Elrick added in proof of his success in fish sales. "That was the biggest day I have had, but even in the summer, when the movement is somewhat slower than in the winter, I dispose of 600 pounds, on an average, every week. In the cold weather the weekly sales are usually twice that amount."

In the summer months Mr. Elrick never makes a point of buying in too large quantities. He orders just as he thinks customers' requirements will demand, and now he is pretty well able to estimate what this will be. His supplies are always fresh, he states, a very necessary condition if one is to maintain a trade. Customers once displeased with fish do not come again but buy elsewhere. All lines of seasonable fish are carried.

"All my fish customers are not my grocery customers," Mr. Elrick stated, but I have secured considerable new business in groceries as a result of the fish department. The one telephone serves the two departments, and it is very often possible to sell groceries to the customer wanting fish, and vice versa. The fish department," Mr. Elrick states, "can be conducted in connection with the grocery store very satisfactorily and at a minimum of extra cost.

WRAPPED MEATS MUST BEAR NET WEIGHT

U.S. Passes Bill to Necessitate Branding of Net Weights on All Wrapped Meats

The new agricultural appropriation bill passed by the United States Congress and approved by President Wilson contains the provision that has long been urged by consumers food commissioners, weights and measures officials, and the National Wholesale Grocers' Association, requiring that wrapped meats shall be branded with the net weight, as are other food products in package form.

Years of persistent effort have resulted in victory for honest weights and full measure and the wholesalers are out with a letter expressing co-operation of its members in this matter. City and state weights and measures officials and state food commissioners, and boards of health throughout the country have given thorough-going support to this honest branding requirement.

PACKING COMPANY OPENS IN COBOURG, ONT.

The new factory for the Douglas Packing Co., of Fairport, N. Y., which is establishing a Canadian plant in Cobourg, Ont., is about completed. The building has about 30,000 feet of floor space, and will shortly be ready to begin operation. It is constructed of steel, concrete and brick.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Aug. 26—There is a general firmness in the produce market during the week with tendencies favoring advancing prices in many lines. Cooler weather has had an encouraging effect on margarine sales and an advance is expected at any time. Eggs are very scarce and have reached new prices during the week. Butter is firm, but unchanged.

Hogs and Pork Products Show Decline

Montreal.

FRESH MEATS; HOGS CONTINUE TO DROP.—This week prices show decline for live and dressed hogs. Prices likely to be lower.

Hogs, live	....	22 00
Hogs, dressed—		
Abattoir killed, small (heads off), 65-90 lbs.	.....	32 00
Sows (heavy)	25 00	25 50
Fresh Pork—		
Leg of Pork (trimmed) (foot on)	0 33	0 40
Loins (trimmed)	....	0 43
Loins (untrimmed)	....	0 40
Spare ribs	0 25	0 26
Trimmed shoulders	0 29	0 32

Fresh Beef— (Cows)		(Steers)
$0 20	$0 22 ..Hind quarters..	$0 25 $0 26
....	0 12 ..Front quarters..	0 14 0 15
....	0 27 ..... Loins	.... 0 34
....	0 23 ..... Ribs	.... 0 25
....	0 12 .... Chucks	.... 0 14
....	0 18 ..... Hips	.... 0 22

Calves (as per grade)	0 22	0 25
Lambs, 25-40 lbs. (whole carcass), lb.	0 20	0 25
No. 1 Mutton (whole carcass), lb.	....	0 20

Breakfast Bacon Shows Declines

Montreal.

CURED MEATS.—Following the decline in hog prices there have been declines in many lines of cured meats, especially is this noticeable in smoked hams, which show a decline of from 1 to 3 cents a pound. Bacon also shows decline of 2 cents, and backs are down 2 cents a pound.

Hams—		
Medium, smoked, per lb.—		
(Weights), 12-14 lbs.	....	0 46
14-20 lbs.	....	0 44
25-35 lbs.	....	0 39
20-25 lbs.	....	0 40
Over 35 lbs.	....	0 38
Backs—		
Plain (as to trimming)	0 53	0 57
Breakfast, per lb. (as to qual.)	0 42	0 48
Rolls, per lb.	....	0 38
Dry Salt Meats—		
Long clear bacon	0 34	0 34½
Barrel Pork—		
Canadian short cut (bbl.) 30-40 pieces	....	65 50
Clear fat backs (bbl.) (40-50 pieces	....	70 50
Heavy mess pork (bbl.)	....	54 00
pieces	....	70 50
(60-80 pieces)	....	56 00

Cooked Meats Remain Unchanged

Montreal.

COOKED MEATS.—There have been no changes noted in cooked meats during the week. A fair selling demand is in evidence, but there is no indication of any changes in the immediate future.

Head Cheese	0 13	0 15
Choice jellied ox tongue	....	0 70
Jellied pork tongues	....	0 48
Ham and tongue, lb.	....	0 32
Veal and tongue	....	0 25
Hams, roast	....	0 65
Hams, cooked	....	0 65
Shoulders, roast	....	0 60
Shoulders, boiled	....	0 60
Pork pies (doz.)	....	0 85
Blood pudding, lb.	....	0 12

Lard Drops One Cent Per Lb.

Montreal.

LARD.—Following the decline in hog prices, lard declined during the week 1 cent a pound. Stocks are steady at this figure with a fair demand.

LARD, pure—		
Tierces, 400 lbs., per lb.	....	0 36½
Tubs, 50 lbs., per lb.	....	0 37
Pails, 20 lbs., per lb.	....	0 37¼
Bricks, 1 lb., per lb.	....	0 38¾

Shortening Lower; Further Declines Possible

Montreal.

SHORTENING.—In company with lard, all shortenings are showing easier figures this week, the changes varying from ½ to ¾ of a cent per pound. There is a tendency toward still easier prices.

SHORTENING—		
Tierces, 400 lbs., per lb.	....	0 30½
Tubs, 50 lbs., per lb.	....	0 31
Pails, 20 lbs., per lb.	....	0 31¾
Bricks, 1 lb., per lb.	0 33	0 34

Butter Firm; Prices Unchanged

Montreal.

BUTTER.—There is a good demand for butter at the present time, with stocks none too plentiful—a general firmness is evidenced in the market, but prices remain unchanged.

BUTTER—		
Creamery prints, fresh made..	....	0 57
Creamery solids, fresh made...	....	0 56
Dairy prints	0 46	0 49
Dairy, in tubs, choice..	0 45	0 48

Margarine Firm; Likely to Advance

Montreal.

MARGARINE.—There is a firmer feeling in margarine, and an improved demand owing to the cooler weather conditions. There is a strong possibility that advance may be effective in this line in the near future.

MARGARINE—		
Prints, according to quality, lb.	0 37	0 39
Tubs, according to quality, lb.	0 34	0 36

Eggs Up Again Owing to Scarcity

Montreal.

EGGS.—A general scarcity of eggs in the market has resulted in another small advance. Receipts have been very light indeed, but may be heavier when the harvest season is over.

EGGS—		
No. 2	....	0 45
No. 1	0 51	0 52
Selects	....	0 60
New laids	....	0 65

Poultry Prices Remain Unchanged

Montreal.

POULTRY.—The harvesting season being in full swing the farmers are too busy to think of shipping poultry so that receipts are very light. Trade in this line is only moving in moderate volume.

POULTRY (dressed)— (Selling Prices)		
Chickens, roast (3-5 lbs.)	0 40	0 41
Chickens, roast (milk fed)	0 45	0 46
Broilers (3-4 lb. pr.)	0 44	0 47
Ducks—		
Brome Lake (milk fed green)..	....	0 46
Young Domestic	0 38	0 40
Turkeys (old toms), lb.	....	0 49
Turkeys (young)	....	0 50
Geese	0 30	0 31
Old fowls (large)	....	0 34
Old fowls (small)	....	0 30

POULTRY (live)— (Buying Prices)		
Live—Old fowl	0 23	0 28
Roosters	....	0 18
Turkeys	....	0 40
Broilers	0 29	0 31

Cheese Remains Firm; No Price Changes

Montreal.

CHEESE.— The market for cheese holds firm with prices remaining the same as last week's quotations.

CHEESE—		
New, large, per lb.	....	0 28
Twins, per lb.	....	0 28
Triplets, per lb.	....	0 28
Stilton, per lb.	....	0 34
Fancy, old cheese, per lb.	....	0 32

Mackerel Cheaper; Other Prices Unchanged

Montreal.

FISH.—Mackerel is quoted on the local market at 16c per lb., a drop of 2c per lb. from last week's quotation. Other prices remain about the same with business fair.

FRESH FISH		
Carp, per lb.	0 11	0 12
Dore	....	0 22
Eels, lb.	....	0 12
Bullheads (dressed)	....	0 15
Gaspereaux, each	....	0 08
Haddies	0 12	0 13
Fillet Haddies	....	0 20
Haddock	0 08	0 09
Halibut, Eastern	0 24	0 24
Halibut, Western	0 23	0 24
Steak, cod	0 10	0 12
Market cod	0 07	0 08
Flounders	0 07	0 09
Prawns	....	0 40
Pike, per lb.	....	0 13
Live lobsters	....	0 45
Boiled lobsters	....	....
Salmon (B.C.), per lb., Red	0 28	0 30
Salmon, Gaspe	0 35	0 40
Shad	....	0 20
Skate	....	0 08
Lake Trout	0 19	0 20
Mackerel	....	0 16
Shrimps	0 35	0 40

Whitefish	0 17	0 18
Trout, brook	0 35	0 40
FROZEN FISH		
Gaspereaux, per lb.	0 06½	0 07
Halibut, large and chicken	0 19	0 20
Halibut, Western	0 20	0 21
Halibut, medium	0 21	0 22
Haddock	0 06½	0 07
Mackerel	....	0 16
Dore	0 14	0 15
Smelts, No. 1, per lb.	0 12	0 13
Smelts, No. 2, per lb.	0 07	0 08
Pike, Headless and Dressed	0 10	0 11
Market Cod	....	0 05½
Whitefish, small	0 11	0 12
Sea Herrings	0 07½	0 08
Steak Cod	0 08	0 08½
Gaspe Salmon, per lb.	0 24	0 25
Salmon Cohoes, round	0 17½	0 18
Salmon, Qualla, Hd. and Dd.	0 13	0 14
Whitefish	0 15	0 16
Smelts, extra large	....	0 22
Lake Trout	0 19	0 20
Lake Herrings, bag, 100 lbs.	....	6 00
Alewires	0 05½	0 06
SALTED FISH		
Codfish—		
Codfish, large bbl., 200 lbs.	....	21 00
Codfish, No. 1, medium, bbl., 200 lbs.	....	20 00
Codfish, No. 2, 200 lb. barrel	....	18 00
Pollock, No. 1, 200 lb. barrel	....	15 00
Codfish, strip boneless (30-lb. boxes), lb.	....	0 20
Codfish (boneless) (24 1-lb. cartons)		0 20
Codfish (Ivory) (2-lb. blocks, 20-lb. bx)		0 18
Boneless cod (2-lb.)	....	0 23
Shredded codfish (12-lb. box)	2 40	2 50
Dried codfish 100-lb. bbl.	....	13 00
PICKLED FISH		
Herrings (Scotch cured), barrel	11 25	12 00
Scotia, barrel	....	12 00
Do., half barrel	....	6 25
Mackerel, barrel	....	34 00
Salmon, Labrador (200 lbs.)	....	26 00
Salmon, B.C. (200 lbs.)	....	24 50
Sea Trout (200-lb. bbls.)	....	25 00
Turbot (200 lbs.)	....	17 00
Codfish, tongues and sound, lb.	....	0 15
Eels, lb.	0 16	0 17
SMOKED FISH		
Haddies, BXs, per lb.	0 12	0 13
Fillets	....	0 18
Bloaters, box	....	2 00
Kippers	....	2 25
OYSTERS		
Cape Cod, per barrel	....	16 00
Batouche, per barrel	....	15 00
Scallops, gallon	....	4 50
Can No. 1 (Solids)	....	2 50
Can No. 3 (Solids)	....	7 50
Can No. 5 (Solids)	....	12 50
Can No. 1 (Selects)	2 50	3 00
Can No. 3 (Selects)	....	9 00
SUNDRIES		
Paper Oyster Pails, ⅛ per 100		1 75
Crushed Oysters Shell, 100-lbs.		$1 60
Paper Oyster Pails, ¼-lb. per 100		2 25

ONTARIO MARKETS

TORONTO, Aug. 29—Changes in the produce markets are few this week. The markets are generally firm. Butter, eggs and cheese are selling freely at quotations the same as a week ago. Demand for all produce lines is particularly heavy on the Toronto market, especially in the city, on account of the Canadian National Exhibition.

Fresh Meats Have Active Inquiry

Toronto.

FRESH MEATS.—No changes are reported in the market for fresh meats. The market is generally easy on practically all lines. Demand has increased very materially, as far as the City of Toronto trade is concerned, due largely to the great influx of visitors for the Canadian National Exhibition. Quotations on live hogs are tending to easier levels, and the same is being reflected in quotations on pork cuts.

FRESH MEATS		
Hogs—		
Dressed, 70-100 lbs., per cwt.	....	$30 00
Live, on cars, per cwt.	....	22 75
Live, fed and watered, per cwt.	....	23 25
Live, f.o.b., per cwt.	....	22 25
Fresh Pork—		
Legs of pork, up to 18 lbs.	0 41	0 42
Loins of pork, lb.	....	....
Tenderloins, lb.	....	0 46
Spare ribs, lb.	0 14	0 15
Picnics, lb.	0 34	0 34½
New York shoulders, lb.	0 32	0 34
Montreal shoulders, lb.	0 32	0 34½
Boston butts, lb.	....	0 35
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 15	0 26
Front quarters, lb.	0 10	0 14
Ribs, lb.	0 15	0 26
Chucks, lb.	0 08	0 14
Loins, whole, lb.	....	0 30
Hips, lb.	0 18	0 24
Cow beef quotations about 2c per lb. below above quotations.		
Calves, lb.	0 23	0 30
Lambs, whole, lb.	....	0 20
Spring lamb	0 27	0 28
Sheep, whole, lb.	0 12	0 16

Above prices subject to daily fluctuations of the market.

Hams and Bacons Selling Steady

Toronto.

PROVISIONS.—No changes are reported on hams and bacons this week. The easier prices on the market for live hogs is not yet reflected in smoked meats. There is a good demand for both hams and bacon. Dry salt meats are also steady.

Hams—		
Medium	0 46	0 49
Large, per lb.	0 42	0 44
Backs—		
Skinned, rib in.	0 52	0 55
Boneless, per lb.	0 55	0 59
Bacon—		
Breakfast, ordinary, per lb.	0 48	0 51
Breakfast, fancy, per lb.	0 56	0 58
Roll, per lb.	0 40	0 41
Wiltshire (smoked sides), lb.	....	0 45
Dry Salt Meats—		
Long, clear bacon, av. 50-70 lbs.	0 34	0 35
Do., av. 70-90 lbs.	....	0 31
Fat backs, 16-20 lbs.	0 33	0 36
Out of pickle, prices range about 2c per pound below corresponding cuts above.		
Barrel Pork—		
Mess pork, 200 lbs.	55 00	56 00
Short cut backs, bbl., 200 lbs.	....	66 00
Pickled rolls, bbl., 200 lbs.—		
Heavy	58 00	60 00
Lightweight	....	64 00

Above prices subject to daily fluctuations of the market.

Cooked Meats Are Active Sellers

Toronto.

COOKED MEATS.—The demand for cooked meats has somewhat eased, although there is yet quite a big inquiry. Prices are ruling strong. Boiled and roast hams are unchanged at from 65 to 66 cents. Choice jellied ox tongue is selling at 70 cents per pound.

Boiled hams, lb.	0 65	0 66
Hams, roast, without dressing, lb.	0 65	0 66
Shoulders, roast, without dressing, per lb.	0 53	0 54
Head Cheese, 6s, lb.	0 14	0 15
Meat Loaf with Macaroni and Cheese, lb.	....	0 27
Choice jellied ox tongue, lb.	....	0 70
Pork and Tongue, lb.	....	0 35

Above prices subject to daily fluctuations of the market.

Market For Butter Firm and Steady

Toronto.

BUTTER.—The market for butter is firm. Prices are unchanged, and the demand is fairly heavy. The prints are costing in the country 53½ cents. The creamery prints are selling to the trade at 55 and 56 cents per pound. Dairy separator butter is quoted at from 47 to 48 cents.

Creamery prints (fresh made)	0 55	0 56
Creamery solids (fresh made)	0 54	0 55
Dairy prts., fresh separator, lb.	0 47	0 48
Dairy prints, No. 1, lb.	....	0 45

Consumption of Eggs is Heavy

Toronto.

EGGS.—There is a very heavy consumption of eggs at the present time. New laids in cartons are selling to the trade as high as 62 cents per dozen. New laids are selling at from 55 to 56 cents per dozen.

Eggs—		
New laids, in cartons, doz.	0 60	0 62
New laids, doz.	0 55	0 56

Prices shown are subject to daily fluctuations of the market.

Prices Rule Firm on Margarine

Toronto.

MARGARINE.—No change is reported in the market for margarine. There is a fair demand for the product, and prices are ruling firm.

Margarine—		
1-lb. prints, No. 1	0 36	0 37
Do., No. 2	0 32	0 34
Do., No. 3	0 28	0 29

Solids 1c per lb. less than prints.

Colored Cheese is in Big Demand

Toronto.

CHEESE.—There is quite a demand at the present time for colored cheese. It is being bought at a figure slightly in excess of the price being paid for white cheese, the quotation on which is ruling on the basis of the fixed figure, namely, 25 cents f.o.b. Montreal. Large cheese is selling at 28 cents to the trade, and new Stiltons at 29 cents.

Cheese—		
Large	....	0 28
Stilton (new)	....	0 29

Twins ½c lb. higher than large cheese. Triplets 1½c higher than large cheese.

Shortening Prices Are Unchanged

Toronto.

SHORTENING.—No changes are reported in quotations on shortening. It is ranging from 31 to 32 cents per pound, tierce basis, with an active demand reported for the various products.

Shortening—		
Tierces, 400 lbs., lb.	0 31½	0 32

Lard is Quoted Slightly Lower

Toronto.

LARD.—Quotations on lard vary from 36½ to 37½ cents per pound. Only one

dealer is quoting the lower figure. There is a brisk demand for lard.

Lard, tierces, 400 lbs., lb..... 0 36½ 0 37½
In 60-lb. tubs, ½c higher than tierces, pails ¾c higher than tierces, and 1-lb. prints, 2c higher than tierces.

Brisk Inquiry For All Poultry

Toronto.

POULTRY.—The market for poultry is featured by a brisk demand for all lines of both frozen and fresh stuff. Spring chickens are moving to market freely. They are selling at 40 cents per pound live weight, and 45 cents dressed. Other lines this week are steady and unchanged.

Prices paid by commission men at Toronto:	Live	Dressed
Turkeys, old, lb.	0 25	0 30
Do., young, lb.	0 30	0 35
Roosters, lb.	0 22	0 25
Fowl, over 4½ lbs.	0 30	0 30
Fowl, under 4½ lbs.	0 27	0 27
Spring chickens	0 29	0 32

Prices quoted to retail trade:—		Dressed
Hens, heavy	$....	$0 35
Do., light	....	0 33
Chickens, spring	0 40	0 45
Ducklings	....	0 35
Turkeys	0 40	0 40

Fish is Selling Freely at Toronto

Toronto.

FISH.—Wholesale dealers in fish are experiencing a very heavy demand for fish this week, particularly from city dealers, and eating houses, on account of the exhibition. Arrivals of fresh fish are fairly heavy, and prices are ruling at the same figures as a week ago. Frozen salmon is selling at 25 cents per pound.

FRESH SEA FISH		
Cod Steak, lb.	$0 11	$0 12
Do., market, lb.	0 09	0 10
Haddock, heads off, lb.	....	0 12
Do., heads on, lb.	....	0 10
Halibut, chicken	0 21	0 22
Do., medium	0 22	0 23
Flounders, lb.	0 07	0 10
Salmon, Restigouche	....	....
Fresh B. C. Salmon	0 27	0 28
FROZEN SEA FISH		
Salmon	....	0 25
Herring	0 09	0 10
Mackerel	....	0 12
FRESH LAKE FISH		
Lake herring, round lb.	....	0 10
Do., dressed, lb.	0 11	0 12
Trout, lb.	0 17	0 18
Whitefish, lb.	0 16	0 18
Mullets, lb.	....	0 05
Fresh pickerel	0 15	0 16
Ciscoes	....	0 16
Pike	0 09	0 10
Fresh mackerel	0 15	0 20

B.C. Jam Pack Reported Short

Winnipeg.

JAMS.—Reports from the B.C. coast indicated a small pack of fruits, especially raspberry; later reports indicate that the situation is much more secure in this regard than was anticipated.

Opening Prices On Evaporated Apples

Winnipeg.

DRIED FRUITS.—Opening price has been named by one packer on evaporated apples at 23½c f.o.b. Nova Scotia points. It is not thought that any sales have been made on this basis as the price is excessive. Evaporated apples will not be a seller on this basis of cost.

American Rice Prices Named; Stocks Light

Winnipeg.

RICES.—New prices on a few grades of American rice have been named. They are very high but should give the American grades an opportunity of a very favorable impression on the Canadian market as stocks now being held are about depleted, and it will be some time yet before rice is obtainable from the Orient.

Crab Apples Arriving; Potatoes Decline

Winnipeg.

FRUITS AND VEGETABLES.—Crab apples are coming on to this market in large quantities. The sample of Transcendends is excellent. They are bringing $1.60 for a 40 lb. box. It is not likely there will be any decline in the above price, as the United States will take any surplus there may be.

NEW POTATOES.—The price has dropped on new potatoes, which are now $38 to $40 per ton. The crop in some sections is very light. Reports from the Okanagan Valley claim a bumper crop there, not only of potatoes but all vegetables.

WINNIPEG MARKETS

WINNIPEG, Aug. 23—There was a much easier feeling in hogs during the week, resulting in a decline of 50c to a dollar, with further declines anticipated. Fish stocks are reported light.

Live Hogs Decline; Further Declines Expected

Winnipeg.

PORK.—Live hogs at Winnipeg were quoted at 50c a hundredweight lower at the opening of the market and expected to drop another 50c. before the end of the week. Selects selling at $20.50. There has been a notable decline in mess pork, lard and ribs at Chicago running at $3.40 per barrel for pork.

Fish Supplies Short; No Price Changes

Winnipeg.

FISH.—There has been no change in fish quotations. The market at present is very firm, but supplies are a little short.

GENERAL MARKETS

(Continued from page 44)

Expect Pepper Advance In Coming Week

Winnipeg.

SPICES.—Sharp advances are looked for in all grades of pepper; the market is practically bare and local spice men are looking for an advance this coming week. Local houses are now offering pepper at much lower figures than brokers are asking for immediate supplies.

Some Wholesalers Advance Coffee

Winnipeg.

COFFEE. — Some local wholesalers have advanced the wholesale price of all grades of roasted coffee from 2 to 4 cents per pound this week and say the markets warrant a much greater advance. Another sharp advance is being looked for.

Santos, old crop, per lb.	....	0 42
Bourbon, per lb.	....	0 43
Costa Rica, per lb.	....	....
Maracaibo, per lb.	....	0 46
Mexican, per lb.	....	0 46

Bean Market Strong; Price Moderate

Winnipeg.

BEANS.—The advance in the bean market has been halted in keeping with the high cost of living investigations. It is the opinion of the trade generally that there is very little speculating. Stocks are not held for speculation purposes. From a food value point of view beans still remain the cheapest on the list. Reports from Japan show that the crop there is much below last year. It is estimated to be fully one third less. The conditions underlying the bean market are strong, and might well put the price of beans above what they are today.

BREAD $60 A POUND IN PETROGRAD

Famine in Petrograd has attained terrifying proportions and an epidemic of dysentery is beginning to rage throughout the city.

Food prices in the Russian capital became fantastic when the rations were reduced recently, the dispatches say, a small lump of sugar costing $5.00 to $6.00 (10 to 12 roubles), and a pound of white bread selling at 120 roubles ($60.)

HAWAIIAN SUGAR CROP 600,000 TONS

Estimates by the Sugar Factors' Company place the 1919 Hawaiian sugar crop at 600,000 tons, exceeded only in the years 1914, 1915 and 1917.

The House To Push Your Line In The West

A New Winnipeg Wholesale Brokerage House

To be open for business on or before September 15 under the capable jurisdiction of Messrs. E. Nicholson and J. Howard Rankin. Headquarters will be in Winnipeg and the organization will cover the jobbing trade from Fort William to Victoria.

A New Business With New Methods, New Ideas, New Aims

Service, real, practical money-making service, will be the dominant idea of the organization. Mr. Nicholson's long experience in the brokerage business, together with Mr. Rankin's practical knowledge of the wholesale grocery end as manager for the Brandon Grocery Co., Ltd., Brandon, Man., form a combination that should produce big results.

Manufacturers, Importers and Shippers

who desire to get in touch immediately should write or wire Mr. E. Nicholson, c/o Royal Alexander Hotel, Winnipeg. All communications will be handled by Mr. Nicholson until the big new offices are open.

Nicholson, Rankin, Ltd.

Wholesale Grocery Brokers

Winnipeg **Canada**

Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is part of the Service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Cut out the coupon at the bottom of page, fill out and mail to us if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

BUYERS OF BUCKWHEAT HONEY

Would you kindly let us know in your next issue the names of firms buying buckwheat honey?—Jury & Amy, Elmira, Ont.

Answer.—Any of the following firms would probably be in the market for the product: Whyte & Co., Montreal, Que.; Whyte Packing Co., Front St., Toronto, Ont.; Bowes Co., Toronto, Ont.; Gunns Ltd., Toronto, Ont.; Wm. Davies Co., 521 Front E., Toronto, Ont.; White & Co., Church & Front, Toronto, Ont.; Marshall & Co., Toronto, Ont.

NOVA SCOTIA HAY BUYERS

Please give me names of persons where we can buy hay in Nova Scotia alongside railway in car loads.—G. Powell & Son, Victoria, Nfld.

Answer.—Frank W. Fraser, Halifax, N.S.; J. S. Cashen & Son, Halifax, N.S.; R. H. Silver, Ltd., Halifax, N.S.; Gibson Bros., Halifax, N.S.; Hart & Nelson, Halifax, N.S.; S. C. Thompson, Halifax, N.S.; H. A. McCoubrey, Sydney, Cape Breton, N.S.; Reeves Supply Co., Sydney, Cape Breton, N.S.

EGG CRATES

Question.—Can you inform me where I can purchase egg crates from Western firms outside the egg buyers' companies?

Answer.—You can purchase egg crates from Cushing Bros., Ltd., Saskatoon; the Capital City Box Factory, Edmonton, or the Alberta Box Factory, Calgary.

THE CONSUMERS' ASSOCIATION AGAIN

There is a firm in Windsor, Ont., by the name of "The Consumers' Association." They say that they sell groceries, meat, etc Can you please say if it is a good company, and if I can depend on them?—Ottawa, Ont.

Answer.—Regarding the Consumers' Association, Windsor, Ont., we do not think very highly of this concern. They have done business for some years past under a variety of names, and on various occasions have been forbidden the use of the mails. A short time ago they were closed by the Canada Food Board, but opened up again comparatively recently. Their system is merely to sell bulk orders, in which a few leader lines are sold below the prices they pay for them, sugar, for instance, and they make up the balance on the other articles in the selection, which are of poor quality. This association is within the law. We certainly think that you would be well advised to have nothing to do with them. We have dealt at length with the operations of this company in several issues of CANADIAN GROCER.

STORE REFRIGERATORS

Kindly give me the names of firms who handle refrigerators suitable for store use, large enough to hold a carcass of beef. Also dealers in men's serge for tailor-made suits.—Thos. Steinburgh, Marksville, Ont.

Answer.—Refrigerators: W. A. Freeman Co., Ltd., Hamilton, Ont.; John Hillock & Co., George street, Toronto; Eureka Refrigerator Co., Owen Sound, Ont.; Canadian Linde Mfg. Co., Montreal. Men's serge: Nisbett & Auld, Wellington Street West, Toronto, Ont.

WHERE HOPS CAN BE PURCHASED

Please advise through your paper where we can purchase hops in quantities.—————, ————.

Answer.—Dole Bros.' Hops & Malt Co., Boston, Mass.; British Columbia Hop Co., San Francisco, Cal.

MANUFACTURERS OF CASH CARRIERS

Would you be kind enough to give us the names of firms making cash carriers?

Answer.—Gipe Hazard Store Service Co., Ltd., 113 Sumach St., Toronto, Ont.; The Lamson Co., Boston, Mass.

IN SASKATCHEWAN—YES

Can retailers in Saskatchewan sell flavoring extracts over 2 oz. size legally?—Maple Creek, Sask.

Answer—There are no restrictions against this in Saskatchewan.

ITEMS OF COST IN DOING BUSINESS

Kindly give me a list of everything that is to be taken into consideration as to the expenses which a retail grocer has to deal with.—H. J. B.

Answer.—The items that must be included are:

(1) Selling expenses, including wages of sales force, advertising, wrapping and parceling.

(2) Delivery expense, including wages of delivery force, rent of stable, feed or gasoline, and upkeep charges on horses or motor delivery.

(3) Buying expenses, salaries of buyers, and incidental expenses of buying trips.

(4) Management expense, including part salary of proprietor, wages of office staff, auditor's fees, etc., office supplies, stamps, account books, etc.

(5) Fixed charges and upkeep expense, including interest on borrowed money, interest on notes and accounts payable. Interest on capital owned. Rent of store whether owned or leased, storage, fees, fuel, light, power and necessary supplies thereto, taxes, insurance, repairs of store equipment, depreciation of store equipment.

(6) Miscellaneous expenses, including telephone, telegraph, ice water, janitor, donations, dues, trade associations and subscriptions, collection expenses and all the items not provided for.

(7) Losses from bad debts.

A BOOK ABOUT COFFEE

I would like to get a book on coffee. Some time ago I saw one advertised in CANADIAN GROCER, but am not sure about the price. Could you let me know if you have such a publication and, if so, the price? Also, who are the proper authorities to report sales of flour without substitute, and matches without the excise tax? Several merchants in Saskatchewan, especially in country points, are selling matches bought at the old price, without stamps. This is hardly a square deal for a merchant who is trying his best to comply with the laws of Canada, by not selling flour without the proper amount of substitutes and has matches all stamped. Yet this is being done in numerous places at the present.—Weyburn, Sask.

Answer.—Books on coffee—Coffee: Its History and Classification, $2.00, to be obtained from the Technical Book Department MacLean Publishing Co., Toronto. Any infringement of the food regulations should be reported to H. B. Thomson, chairman of the Canada Food Board, Ottawa. Sales of matches without stamps should be reported to the Inland Revenue Dept. at Ottawa, or to any Inland Revenue office.

A NEW YORK GROCERY PAPER

I want to subscribe to a grocery paper published in New York City; will you be kind enough to give me the address of such a publication and oblige?

Answer. — American Grocer, 90 West Broadway, New York, N.Y.

IDEAS ON ADVERTISING

Is there a weekly book printed for a man wanting ideas on advertising?—C. M. Tremaine, Box 64, Kenogami, Que.

Answer.—Printers' Ink, Chicago, Ill.; Advertising and Selling, New York, N.Y.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers

INFORMATION WANTED

Date.....191..

Please give me information on the following: .....Name .....

Address .....

.....

.....

.....

Have No Hesitation

in choosing

'Bluenose' Butter

it always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about it. Order from your grocer.

SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax . N.S.

LARD

A good time to buy lard. And when you buy—buy "Star" Brand. There will be a big demand for lard to go to Europe—prices will be higher.

Made Under Government Inspection

F. W. FEARMAN CO.
LIMITED
HAMILTON

57 57

HEINZ

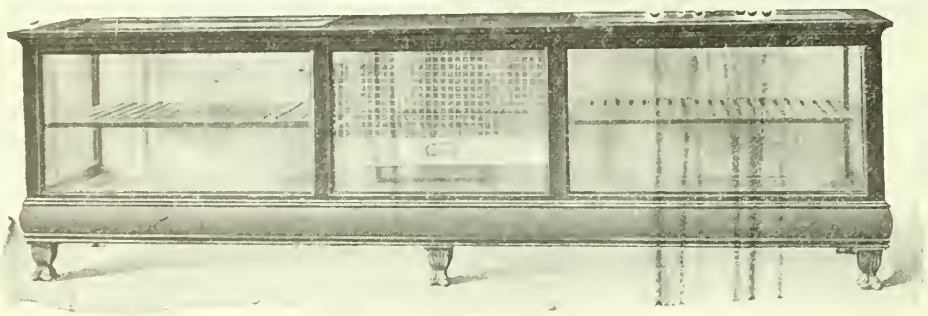
Advertising Service

brings good results to the live, wide-awake merchant who is in the field to gain a reputation for reliability and fair dealing. Feature Heinz 57 Varieties with our advertising signs and displays—let your customers know you carry quality products. Win the confidence of your trade and increase your number of satisfied buyers.

H. J. HEINZ COMPANY

All Heinz goods sold in Canada are made in Canada

57 57



ARCTIC COUNTER REFRIGERATOR--MADE IN TWO SIZES

Write for Free Catalogue and Prices.

JOHN HILLOCK & CO., LIMITED, Office, Showrooms and Factory: 154 GEORGE ST., TORONTO

AGENCIES:—A. Tilley, 54 McGill College Ave., Montreal; Geo. Cameron, Sparks St., Ottawa; J. McMillan, 200 Main St., Winnipeg; Western Butchers Supply Co., Regina, Sask.; M. E. Watt, 572 Knox St., Vancouver, B. C.

COAX 'EM--

IT'S EASY TO SPEND WHEN TEMPTED

Poor old Adam could pass up the apple in the tree, but in the dainty hands of his beautiful spouse it looked too good to miss. Coax bigger sales for perishables by giving them the tempting display of Arctic Counter Refrigerators. They keep things always fresh and delicious looking and add a quality tone to your store. Cost little and last a lifetime.

Be sure you get an Arctic

A Suggestion of Real Economy

will be appreciated by your customers, especially when the cost of living is so high. "Easifirst" is decidedly economical; why not suggest it? It makes satisfied and permanent customers.

How is Your Stock?

Phone Junction 3400

GUNNS LIMITED
WEST TORONTO

COSGRAVE'S PURE Malt Vinegar

It pays you best to sell branded, guaranteed goods. That's why you ought to sell COSGRAVE'S PURE MALT VINEGAR.

Attractively Labeled Bottles—2 Sizes

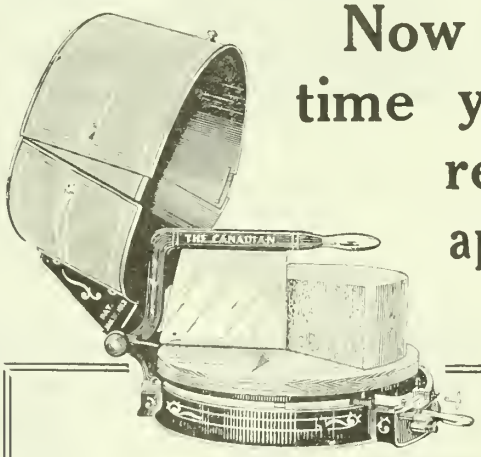
RETAIL PRICES:

Large Bottle 25c. Small Bottle 15c.

100% Pure *Well Advertised*

ASK YOUR JOBBER FOR IT

Now is the time you will really appreciate it.



The CANADIAN Open

If you have been wise and installed that "Canadian Cheese Cutter" on your counter you need not worry about possible loss of profit from slow service during a rush.

You can absolutely rely on its accuracy and quick-cutting qualities, which will enable you to satisfactorily handle any extra rush business.

"The Canadian" cuts clean and quick in 5c, 10c, 15c and 20c slices, or by weight in ¼, ½ and one pound cuts.

No up-to-date dealer can afford to be without the "Canadian." Only $18.00.

The Computing Cheese Cutter Co.
WINDSOR, ONT.

Pleased Housewives Prefer "BRUNSWICK BRAND"

And when you consider that a recent Government analysis at Ottawa proved Brunswick Brand superior to the imported lines you will readily understand why this is so.

Every good grocer should plan to have a regular Brunswick Brand display. Not only because of their superior quality and their reasonable price but because, too, they represent an all-Canadian industry.

If you have yet to get acquainted we suggest a trial order from the list herewith

½ Oil Sardines
½ Mustard Sardines
Finnan Haddies
(Oval and Round Tins)

Kippered Herring
Herring in Tomato Sauce
Clams

Connors Bros., Limited

BLACK'S HARBOR, N.B.

We extend to you and your friends

a Cordial Invitation to Visit

Our Exhibit in the

Dairy and Manufacturers Building

At the

CANADIAN NATIONAL EXHIBITION

Also our

Plant at the Union Stock Yards

Swift Canadian Co.

Limited

Toronto Winnipeg Edmonton

(Canada Food Board License Nos. 13-170, 171, 172.)

JAMS
MARMALADES
PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

Cable: Lamberton, Glasgow.
Codes: A.B.C. 4th and 5th Editions.

CONFECTIONERY
MARZIPAN
CHOCOLATE

Agents
Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada
Lind Brokerage Co., Ltd., Toronto

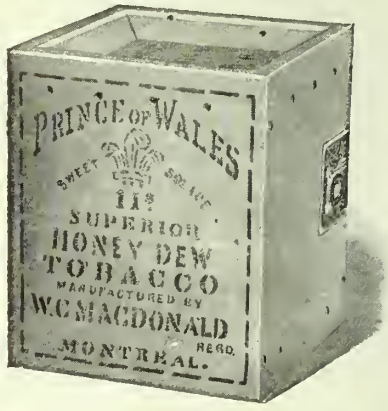
Buy Macdonald's—

the safest guide to reliable tobaccos. For the past 60 years—Macdonald's Tobacco—"The Tobacco with a Heart"—has been Canada's favorite plug tobacco for smoking and chewing.

Buy Macdonald's Tobaccos in unbroken 10-lb. caddies.

There are four extra plugs in each caddie of Brier and Prince of Wales, thus giving an additional profit to the retailer of from 60 to 80 cents on the caddie.

Brier Caddy



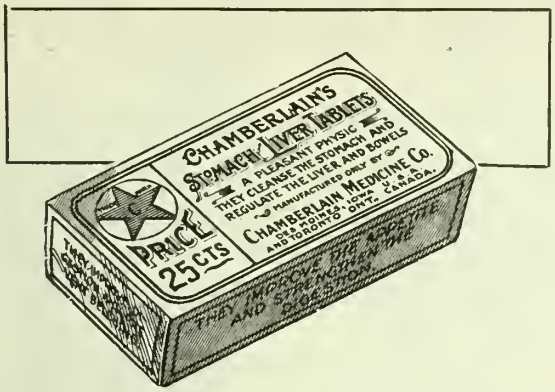
Prince of Wales Caddy

Plug Smoking
"British Consols"
"Brier"
"Index"

Trade Mark Registered

Plug Chewing
"Prince of Wales"
"Napoleon"
"Black Rod" (Twist)
"Crown"

W. C. MACDONALD, REG'D. *Incorporated*
Established Over 60 Years
MONTREAL, QUE.



RELIABLE

Backed by a record of results and recognized everywhere as the old reliable health restorers,

Chamberlain's Family Remedies

can be safely recommended to anybody. They are free from all vicious drugs and are as pleasant to take as they are efficacious in their curative properties.

Show Chamberlain's on your sales counter.

Chamberlain Medicine Co., Ltd.

TORONTO

ROYAL ACADIA SUGAR

What Brand of Sugar Do You Recommend?

The grocers' recommendation is usually the deciding factor in sugar sales.

Sugar as a rule is not asked for by name. But the dealer is always justified in recommending ROYAL ACADIA—the sugar that's always good.

Every Grain Pure Cane. When she asks for sugar give her Royal Acadia brand.

The Acadia Sugar Refining Co., Ltd.

HALIFAX, CANADA

Public Finance Disaster of Early Canadian Days

The almost forgotten experience of our forefathers, of which, to quote Sir Oliver Mowatt, "The effect was to diminish the value of municipal securities generally, and to corrupt the moral sense of the people with reference to moral obligations," makes a fascinating and thought-stimulating article as presented by Dr. J. Murray Clark in recent issues of THE FINANCIAL POST.

Dr. Clark, dealing with this Municipal Loan Fund of the fifties, says of its author, Sir Francis Hincks:

> He had in some respects genuine ability and, in matters which he understood, rendered considerable useful public service, but he was an idealist and a theorist without any practical grasp of the rigorous laws and unyielding facts of finance. He was patriotic and well-meaning, but his patriotism and good intentions did not save the country from the inevitable consequences of his scheme which those able to think clearly on matters of finance perceived from the beginning. He possessed in an eminent degree that fatal fluency of persuasive speech with which so many of our politicians are endowed, and swayed the people, for whom he expressed and probably felt sincere devotion, with superficial catchwords and glittering generalities not founded on the stern realities of economic laws. The confidence he inspired only enabled him to do infinitely more mischief than would otherwise have been caused by his scheme, and did not protect the people from the losses and distress resulting from disregard of sound business principles.

There is more here than an interesting story of early days. Here is a marking on the map of Canada's history by which all interested in the country should make their reckonings, should chart their course of action.

THE FINANCIAL POST is continually presenting such articles. Consider some which appeared in the early issues of August:

Grain Growers Condemned by a Retailer.
Bolshevism and Public Morals.
Some Alberta Oil Wells Are Showing Profit.
Bright Outlook for Canadian Pulp & Paper.
Why Henders Fell Out With Grain Growers.
Sawyer-Massey on the Road to Better Times.
Sir Adam Gets in Some Fine Work at Guelph.
Dominion Loan Compaign to Start Oct. 27.
Frank A. Vanderlip Continues His Vivid Survey of War-ridden Europe.
Make Maturities of Loans as Short as Possible.
Tariff Action by Liberals Step in Dark.
Canners' Head Gives Answer to Prof. Jackson.
Small Retailer Renders Service to the Community.
Reorganization of the Standard Reliance Corporation.
British Will Not Unload Their Canadian Bonds

You will find enlightenment in the balanced viewpoint of THE FINANCIAL POST'S articles and editorials. You will find its "Answers to Enquiry" department of value. THE POST is the paper for the thinker—be he rich or poor; the paper for the man who is eager to study not only what is best for his business, but what is best for Canada. This is the paper which you may receive weekly for one year at a cost of $3.00. Fill in the attached coupon:

Annual Subscription $3.00.

THE FINANCIAL POST OF CANADA.
143-153 University Ave., Toronto.

Please enter me as a regular subscriber, commencing at once. I am enclosing / will forward $3.00 to pay for my subscription for the first year.

Name .....

Address .....

Please write plainly

CHOCOLATTA

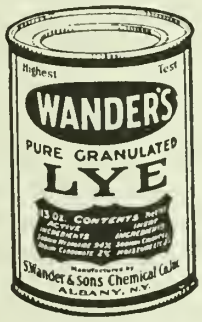
Do not regard Chocolatta only as an Overseas Product.

The same high nutritive qualities, the same ease of preparation which made Chocolatta so popular during the war, are making it a first favourite for use in the home.

Write us to-day for our attractive terms and prices.

THE NUTRIENT FOOD COMPANY LIMITED
1266 QUEEN STREET WEST
TORONTO, ONT.

HANDY SNAP TOP



A LYE that is TRUE

Sanitary WANDER'S Products

SUMMER IS THE TIME
WANDER'S CHLORINATED LIME & WANDER'S HIGHEST TEST LYE
SELL FASTEST
THEIR DAILY USE KEEPS THE HOME SANITARY

S. WANDER & SONS CHEMICAL CO., Inc.
Manufacturers and Exporters
Main Office and Factory : ALBANY, N.Y.
Represented by MacDONALD, ADAMS COMPANY, Winnipeg
And C. H. DOUGALL, LTD., Montreal

HANDY SNAP TOP

Kills Germs. Bleaches

A Long Story (Shortly Told)

We make Counter Check Books of all kinds---and we make them well---Credit Registers also---of many kinds---at prices that you can afford. Send us your order for Books and ask for Register Literature. Now is the time to order.

235-245 Carlaw Ave.

McCaskey Systems Limited, Toronto

A NATIONAL SUCCESS

RED ARROW
BRAND
BISCUITS

YOUR JOBBER CAN SUPPLY YOU

The National Biscuit & Confection Co., Ltd.

REPEATS

SIFTO
SALT IT FLOWS
BEST FOR TABLE USE
Two Salt brands that speed up your Salt Sales. They're well advertised and hundreds more housewives every month are coming to learn that SIFTO is "the Salt that flows," a delight to the table. And that Century Salt—pure and dazzling and economical—is the best all round household salt. Stock them both.
SIFTO
TABLE SALT
CENTURY
TABLE SALT
THE DOMINION SALT CO. LIMITED SARNIA, ONTARIO
CENTURY SALT BEST FOR GENERAL USE
If your jobber cannot supply you we invite your inquiry, when price lists and full information will be promptly sent you.
DOMINION SALT CO., Limited, SARNIA, CANADA
Manufacturers and Shippers

OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of Emery Cloth, Black Lead, Glass Paper, &c.

LONDON, S.E., ENGLAND

AGENT:

Geo. B. Jenkinson, 78 Wellington Street North, Hamilton, Ontario.

Order from your Jobber

"STAR" BRAND

COTTON
CLOTHES LINES,
ROPE AND
WRAPPING TWINES

Manufactured in Canada

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $83.20 PER INCH PER YEAR

JAMS

DOMINION CANNERS, LTD.
Hamilton, Ont.

"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vase top Glass Jars, 16 oz. glass, 2 doz. case.	Per doz.
Strawberry	$4 60
Currant, Black	4 50
Pear	3 90
Peach	3 90
Plum	3 70
Raspberry, Red	4 50
Apricot	4 00
Cherry	4 30
Gooseberry	4 00

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	$2 30
12 oz. Glass, Screw Top, 2 doz. in case	2 55
16 oz. Glass, Screw Top, 2 doz. in case	3 25
16 oz., Glass, Tall, Vacuum, 2 doz. in case	3 25
2's Tin, 2 doz. per case	4 80
4's Tins, 12 pails in crate, per pail	0 78
5's Tin, 8 pails in crate, per pail	0 97
7's Tin or Wood, 6 pails in crate	1 36
30's Tin or Wood, one pail in crate, per lb.	0 20

PORK AND BEANS "DOMINION BRAND"

	Per doz.
Individual Pork and Beans, Plain, 75c, or with Sauce, 4 doz. to case	$0 85
1's Pork and Beans, Flat, Plain, 4 doz. to case	0 92½
1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case	0 95
1's Pork and Beans, Tall, Plain, 4 doz. to case	0 95
1's Pork and Beans, Tall, Tomato or Chill Sauce, 4 doz. to the case	0 97½
1½'s (20 oz.) Plain, per doz.	1 25
Tomato or Chili Sauce	1 27½
2's Pork and Beans, Plain, 2 doz. to the case	1 50
2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case	1 52½
2½'s Tall, Plain, per doz.	2 00
Tomato or Chill Sauce	2 35

Family, Plain, $1.75 doz.; Family, Tomato Sauce, $1.95 doz.; Family, Chill Sauce, $1.95 doz. The above 2 doz. to the case.

CATSUPS—In Glass Bottles

	Per doz.
½ Pts., Aylmer Quality	$1 90
12 oz., Aylmer Quality	2 35
	Per jug.
Gallon Jugs, Aylmer Quality	1 62½
	Per doz.
Pints, Delhi Epicure	2 70
½ Pints, Red Seal	1 45
Pints, Red Seal	1 90
Qts., Red Seal	2 45
Gallons, Red Seal	6 45

BORDEN MILK CO., LTD.,
180 St. Paul St. West,
Montreal, Can.

CONDENSED MILK

Terms, net, 30 days.

Eagle Brand, each, 48 cans	$9 60
Reindeer Brand, each 48 cans	9 15
Silver Cow, each 48 cans	8 40
Gold Seal, Purity, each 48 cans	8 25
Mayflower Brand, each 48 cans	8 25
Challenge Clover Brand, each 48 cans	7 75

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	$6 90
Jersey Brand, Hotel, each 24 Cans	7 00
Peerless Brand, small, each 24 cans	3 15
St. Charles Brand, Tall, each 48 cans	6 90
Jersey Brand, Tall, each 48 cans	6 90
Peerless Brand, Tall, each 48 cans	6 90
St. Charles Brand, Family, 48 cans	6 50
Jersey Brand, Family, each 48 cans	5 75
Peerless Brand, Family, each 48 cans	5 75
St. Charles Brand, small, each 48 cans	2 90
Jersey Brand, small, each 48 cans	2 90
Peerless Brand, small, each 48 cans	2 90

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	$6 50
Reindeer Brand, small, each 48 cans	6 50
Regal Brand, each 24 cans	5 90
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. CLARK, LIMITED,
MONTREAL.

Compressed Corn Beef—½s, $2.95; 1s, $4.95; 2s, $9.45; 6s, $34.75.
Lunch Ham—1s, $6.95; 2s, $13.85.
Ready Lunch Beef—1s, $4.95; 2s, $9.
English Brawn — ½s, $2.95; 1s, $4.45; 2s, $8.95.
Boneless Pig's Feet—½s, $2.95; 1s, $4.45; 2s, $8.95.
Ready Lunch Veal Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Beef-Ham Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Beef Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Asst. Loaves — ½s, $2.50; 1s, $4.50.
Geneva Sausage—1s, $4.45; 2s, $8.75
Roast Beef—½s, $2.95; 1s, $4.95; 2s, $9.45; 6s, $34.75.
Roast Mutton—1s, $6.35; 2s, $11.95; square cans, $45.
Boiled Mutton—1s, $6.35; 2s, $11.95; 6s, $45.
Jellied Veal—½s, $3.35; 1s, $4.95; 2s, $9.25.
Cooked Tripe—1s, $2.95; 2s, $4.95.
Stewed Ox Tail—1s, $2.35; 2s, $4.45.
Stewed Kidneys—1s, $4.45; 2s, $8.45.
Mince Collops—½s, $1.95; 1s, $3.90; 2s, $6.85.
Sausage Meat—1s, $3.95; 2s, $7.95.
Corn Beef Hash — ½s, $1.95; 1s, $3.95; 2s, $5.90.
Beef Steak and Onions—½s, $3.95; 1s, $4.95; 2s, $8.95.
Jellied Hocks—2s, $9.45; 6s, $30.
Irish Stew—1s, $2.95; 2s, $5.95.
Cambridge Sausage—1s, $4.45; 2s, $8.75.
Boneless Chicken—½s, $5.95; 1s, $9.95.
Boneless Turkey — ½s, $5.95; 1s, $9.00.
Ox Tongue—½s, $4.95; 1s, $12.00; 1½s, $18.50; 2s, $23.95; 3½s, $44.00; 6s, $60.00.
Lunch Tongue—½s, $4.90; 1s, $10.45.
Mince Meat (Tins)—1s, $2.90; 2s, $4.00; 5s, $12.90.

The Sale Of

Post Toasties

is now beyond all past records

These corn flakes are unquestionably the choice of consumers and indisputably the leader of the market.

Post Toasties Heads Them All!

Saves Time For The Busy Grocer

The busy grocer has no time to stop and explain all the virtues of the flour he handles. He has found from experience that the customer takes

PURITY FLOUR

(Government Standard)

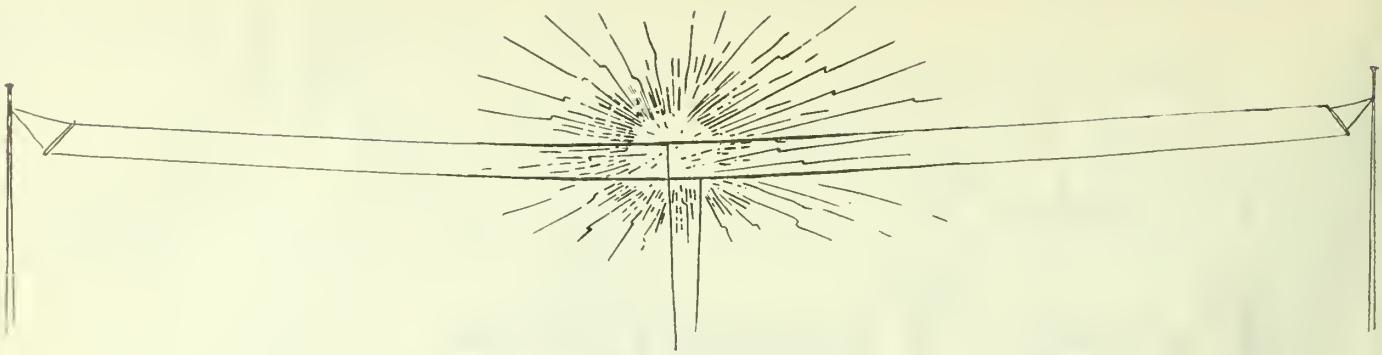
and asks no questions, therefore, he continues to have it as "His Leader." Purity Flour is well known and the results it gives on baking day have gained for it the confidence of good cooks everywhere.

"More Bread and Better Bread, and Better Pastry"

Western Canada Flour Mills Co., Limited

Head Office: Toronto, Ontario

Branches at: Winnipeg, Calgary, Brandon, Edmonton, Vancouver, New Westminster, Victoria, Nanaimo, Prince Rupert, Nelson, Rossland, Goderich, Ottawa, Montreal, St. John, N.B.



GET QUICK ACTION

IT is logical that the more select business men who read of your wants the greater chance you have of getting them supplied. Send out your S.O.S. call by a condensed ad in CANADIAN GROCER—the paper most interested in your business. It will be heard from the Atlantic to the Pacific.

THOUSANDS of the best grocers in Canada subscribe to and read CANADIAN GROCER every week. These grocers have PROGRESS as their motto, and they are living up to it. Consequently they must watch every avenue that is likely to contain opportunities for them, and the WANT AD PAGE is one of the avenues.

THIS Want Ad Page is open to you to voice your wants effectually and economically. Why not take advantage of it whenever you are in need of something?

The following list will perhaps suggest a few of your needs:

Position Wanted	**Store Fixtures For Sale**
Position Vacant	**To Buy Store Fixtures**
Business For Sale	**Goods For Sale**
To Buy Business	**To Buy Goods**
Agents Wanted	**Salesman Wanted**
Agencies Wanted	**Miscellaneous**

You would like to know what it is going to cost. Well, here is how it figures out:

2c per word first insertion and 1c per word for each subsequent insertion. 5c extra if you wish your replies directed to a Box Number in our care. Payable in advance.

SEND IN YOUR WANT AD TO-DAY

CANADIAN GROCER

143-153 University Ave. - Toronto

Exhibition

To our Customers and Friends :—

Come and see us when you are visiting the city during the Fair or at any other time. For the second week we are arranging to have all our salesmen in the warehouse and we hope to have a pleasant renewal of old acquaintances and also making of new. It will be a great pleasure for us if you can possibly arrange to pay a visit to the home of Monarch Brands.

Do try and come!

H. P. ECKARDT & CO

WHOLESALE GROCERS

CHURCH STREET & ESPLANADE TORONTO

NEW NON-ALCOHOLIC LIQUERS

A delicious, refreshing drink mixed with soda water.

CREME DE MENTHE
CHERRY BRANDY
GINGER WINE
SLOE GIN
BLACKBERRY BRANDY

These wines are prepared from the old French recipe and have a distinctive flavor and quality of their own.

Only a limited quantity available for the Canadian trade. One dozen quart bottles to case; two dozen pints.

Order your requirements early. Your wholesaler has it. If not, write us.

SELLING AGENTS

S. G. BENDON UTILITY CO.

30 St. Francois Xavier St.
MONTREAL

Every dealer should have a Display Stand of Cane's Pencils on his counter

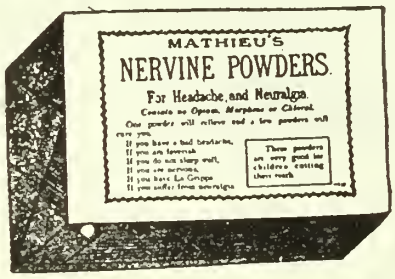
A good easy writing Canadian pencil is a necessity to everybody.
CANE'S CANADIAN-MADE PENCILS are good easy writing leads and they come to you in a handsomely colored eye-catching Counter Display Stand that sells the pencils without any further bother on your part.
And the profit you get on every sale makes the proposition very worth while. Half a gross of nicely colored and tipped pencils for $2.40—to retail at 5c each.

At your wholesalers or direct from

The
Wm. Cane & Sons Co., Ltd.
NEWMARKET, ONT.

Every home should have a packet or two of

MATHIEU'S NERVINE POWDERS



Explain to your customers how reliable these Powders are for the cure of Headache, Neuralgia, Sleeplessness, etc. One powder gives instant relief.

Mathieu's Nervine Powders are free from habit forming drugs.

Send for a trial supply.

J. L. Mathieu Co.
SHERBROOKE, QUEBEC

Furnivall's

If every dealer knew the way Furnivall's Fine Fruit Pure Jams please even the most particular people — if they realized the nice profits to be made on these quick sellers — Furnivall's Jams would be displayed in every grocery store in Canada.
Are you a Furnivall dealer?

FURNIVALL-NEW,
Limited
Hamilton, Canada

Canada Food Board License No. 14-167

AGENTS—**The City of Ottawa and the Lower Provinces** (except Cape Breton): Messrs. Geo. Hodge & Son, Ltd., Montreal, Que. **Ontario:** MacLaren Imperial Cheese Co., Ltd., Toronto, Ont. **Manitoba:** H. L. Perry Co., Winnipeg, Man. **Hamilton:** J. T. Price & Co. **Cape Breton, N.S.:** O. N. Mann, Turnbull Bldg., Sydney, N. S.

VOL-PEEK

FIRST AID IN THE KITCHEN -

IN EVERY HOUSEHOLD

Vol-Peek finds a place. Mends pots, pans, tinware, graniteware, copper, aluminum, etc. Easily applied, sanitary, hardens quickly and costs only ½ cent per mend.

Send a sample order to-day. A bright colored display stand of 24 packages for $2.25. Vol-Peek sells on sight and is guaranteed; 60% profit for the dealer.

At your jobber or

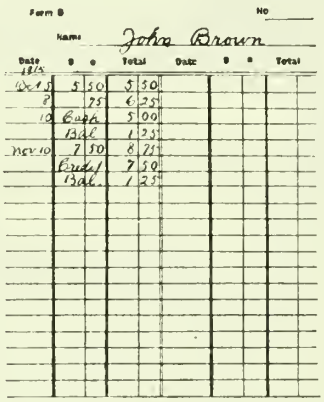
H. NAGLE & CO., Box 2024, MONTREAL

What the

Security Envelope File Check System

will do for you

This system of keeping accounts will



Make trade increase easy — especially cost trade.
Save time.
Protect you against error.
Give your customers entire satisfaction.
Keep track of credit trade.

How the Security Envelope system does this is fully told in our explanatory booklet. Write to-day for a copy and see the system whereby a school-boy can keep your accounts and keep them correctly.

A. E. Taylor & Son

29 Ontario Street STRATFORD, ONT.

KEYSTONE BRAND

SATISFACTION

Satisfied customers are your assurance of repeat orders.
"Nugget" Brooms are giving complete satisfaction to thousands of women, who want a good quality broom of light weight.

NUGGET BROOMS

are in steady demand. If you aren't stocking them, you're losing customers and money.
Write for prices and particulars to

STEVENS-HEPNER CO.
LIMITED
PORT ELGIN, ONT.
Makers of the famous Keystone Line

The "Nugget" Broom is only one of the famous Keystone Brand Brooms and Brushes.

STEVENS-HEPNER CO., Limited
– PORT ELGIN, ONTARIO –

GEORGIAN BAY APPLES

We Invite Correspondence for Fall and Winter Supplies.

LEMON BROS.

Owen Sound, Ont.

Manufacturers' Agents

For Foreign and Domestic Markets

Head Office: Standard Bank Bldg.

Vancouver, British Columbia

Short of Help? Too Bad!

Yet the man you need is somewhere —probably behind a counter or desk, and in the grocery business, wholesale or retail. He'll go to you if the call is loud enough.

Perhaps you can get him with a whisper. Never can tell what makes some men restless.

It's clearly up to you to use a dollar or two to advertise. Use CANADIAN GROCER—2 cents a word. If you know any better paper, use it.

All we know is that CANADIAN GROCER gets into 5,600 grocery stores and establishments all over Canada. No one daily newspaper—no other publication — can make, truly, the same statement.

The chances are that you'll find the man you want in a grocery store or office. If he's there now, and you get him, he'll probably be a trained man, and you'll get value out of him from the start.

Don't rest on one insertion. It isn't experience to get what you're after the first crack out of the box. The best men are hardest to budge.

Make your advertisement explicit. Make it brief. Use a box number if you like. The big thing is to try, and try and try.

Our business is to carry your advertisement to likely men. It isn't our business to get replies for you. Yet the chances are that you'll get replies —first week of trying.

Rates—2c per word first insertion, and 1 cent per word each subsequent insertion. Five cents extra per insertion if replies are to be sent in our care to a Box Number. Invariably in advance.

CANADIAN GROCER

143-153 University Avenue

TORONTO

Forest and Stream, ¼s, ½s, and 1-lb. tins	1 50
Forest and Stream, 1-lb. glass humidors	1 75
Master Workman, bars, 7s, 3½ lbs.	1 20
Derby, 9s, 4-lb. boxes	1 08
Old Virginia, 12s	1 50
Old Kentucky (bars), 8s, boxes, 5 lbs.	1 25

WM. H. DUNN, LTD., Montreal
BABBITTS

Soap Powder, case 100 pkgs.	$5 65
Cleanser, case 50 pkgs.	3 10
Cleanser(Kosher), cs. 50 pkgs	3 10
Pure Lye, case of 4 doz.	5 95

JELL-O
Made in Canada

Assorted case, contains 4 doz.	$5 40
Lemons, 2 doz.	2 70
Orange, 2 doz.	2 70
Raspberry, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Chocolate, 2 doz.	2 70
Cherry, 2 doz.	2 70
Vanilla, 2 doz.	2 70

Weight, 8 lbs. to case. Freight rate second class.

JELL-O ICE CREAM POWDERS
Made in Canada

Assorted case, contains 2 doz.	$2 70
Chocolate, 2 doz.	2 70
Vanilla, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Unflavored, 2 doz.	2 70

Weight, 11 lbs. to case. Freight rate second class

BLUE

Keen's Oxford, per lb.	$0 24
In cases 12-12 lb. boxes to case	0 25

COCOA AND CHOCOLATE
THE COWAN CO., LTD.
Stirling Road, Toronto, Ont.

Cocoa

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.	$5 25
Perfection, ½-lb. tins, doz.	2 75
Perfection, ¼-lb. tins, doz.	1 45
Perfection, 10s size, doz.	1 10
Perfection, 5-lb. tins, per lb.	0 42
Supreme Breakfast Cocoa, ½-lb. jars, 1 and 2 doz. in box, doz.	3 00
Soluble Cocoa Mixture (Sweetened) 5 and 10-lb. tins, per lb.	0 28

(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. boxes, per lb.	0 41
Supreme Chocolate, 10c size, 2 doz. in box, per box	1 90
Perfection Chocolate, 10c size, 2 doz. in box, per box	1 90

SWEET CHOCOLATE—	Per lb.
Eagle Chocolate, ¼s, 6-lb. boxes	0 32
Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case	0 31
Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs., in case	0 32
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 33
Diamond Crown Chocolate, 28 cakes in box	1 10

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	$0 45
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Milk Croquettes, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb.	0 41
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb.	0 41
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 41
No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb.	0 41
No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb.	0 36
No. 1 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 41
No. 2 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 36
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60

NUT MILK CHOCOLATE, Etc.

Nut Milk Chocolate, ½s, wrapped, 4-lb. box, 36 boxes in case, per lb.	0 46
Nut Milk Chocolate, ¼s, wrapped, 4-lb. box, 36 boxes in case, per lb.	0 47
Fruit and Nut or Nut Milk Milk Chocolates, lbs., unwrapped, 6-lb. box, 5 div. to cake, 32 boxes to case, lb.	0 43
Nut Milk Chocolates, 5s squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box	2 35
Fruit and Nut Milk Chocolate, 2-lb. cakes, each 20 divisions, 3 cakes to box, 32 boxes to case, per box	2 50
Fruit and Nut Milk Chocolate Slabs, per lb.	0 42
Milk Chocolate Slabs, with Assorted Nuts, per lb.	0 43
Plain Milk Chocolate Slabs, per lb.	0 42

MISCELLANEOUS

Maple Buds, fancy, nearly 1 lb., ½ doz. in box, per doz.	$5 50
Maple Buds, fancy, ½ lb., 1 doz. in box, per doz.	2 75
Assorted Chocolate, 1 lb., ½ doz. in box, per doz.	5 50
Assorted Chocolate, ½ lb., 1 doz. in box, per doz.	2 75
Chocolate Ginger, ½ lb., 1 doz. in box, per doz.	2 75
Crystallized Ginger, ½ lb., 1 doz. in box, per doz.	2 75
Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per lb.	0 46
Triumph Chocolate, ¼'s, 4-lb. boxes, 35 boxes in case, per box	0 47
Triumph Chocolate, ½-lb. cakes, 4 lb., 35 boxes in case, per lb.	0 46
Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross	1 15
120—1c. Milk Chocolate Sticks, 60 boxes in case.	0 80

5c LINES

	Toronto Prices Per box
Filbert Nut Bars, 24 in box, 60 boxes in case	$0 95
Almond Nut Bars, 24 in box, 50 boxes in case	0 95
Puffed Rice Bars, 24 in box, 50 boxes in case	0 95
Ginger Bars, 24 in box, 50 boxes in case	0 95
Fruit Bars, 24 in box, 50 boxes in case	0 95
Active Service Bars, 24 in box, 50 boxes in case	0 95
Victory Bar, 24 in box, 60 boxes in case	0 95
Queen's Dessert Bar, 24 in box, 50 boxes in case	0 95
Regal Milk Chocolate Bar, 24 in box, 50 boxes in case	0 95
Royal Milk Cakes, 24 in box, 50 boxes in case	0 95
Cream Bars, 24 in box, 50 boxes in case, per box	1 00
Maple Buds, 6c display boxes. 6c pyramid packages, 6c glassine envelopes, 4 doz. in box	1 90

10c LINES

Maple Buds, 10c, 1 doz. in box, 50 boxes in case, per doz.	$0 95
Medallions, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Lunch Bar, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Coffee Drops, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Milk Wafers, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Chocolate Beans, 10c, 1 doz in box, 50 boxes in case, per doz.	0 95
Chocolate Emblems, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Chocolate Wafers, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Circus Wagons, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Queen's Dessert, 10c cakes, 24 in box, per box	1 80

A SUGGESTION

During the vacation months there are big possibilities of increasing your sales on foods and beverages that are used by the sportsman, afoot and afloat, and the automobilist.

A DISPLAY

G. Washington's Coffee	Crackers
Potted Meats	Ginger Ale
Sardines	Cheese in Jars

and other like products on a small table where they can be handled and looked over, will make many a sale. Your customers will thank you.

DELICIOUS ICED COFFEE made instantly with

G Washington's REFINED Coffee

Went to War Home Again

By Appointment

He best serves himself who serves the Public best

The reputation of the words "Worcestershire Sauce" was created by the high quality of the sauce manufactured by Lea & Perrins, and when the public "ask for Worcestershire," they expect to receive the original which is manufactured solely by Lea & Perrins.

Lea & Perrins

The Original and Genuine
WORCESTERSHIRE

The goods you most prominently display reflect the character of your store. Goods of known quality inspire confidence, while imitations create doubt.

Harold Seddon, Canadian Agent, 137 McGill St., Montreal

Field & Co.

(Fruit Merchants) Ltd.

40-41-42, KING WILLIAM ST.
LONDON, E.C. 4, ENGLAND

Cables: "Loudly, London."
Codes (Private): A. B. C. 4th and 5th Editions, Western Union and Bentleys.

Direct Shippers

Portuguese Sardines, French Sardines, Norwegian Brisling, Sild, Herrings, &c; Dried Fruits, Currants, Dates, Raisins, Evaporated Fruits; Almonds and Nuts of all kinds, Shelled and Prepared Almonds; Almonlike (substitute for Prepared Almonds); Shelled Walnuts and Kernels; Spices; Rices, Tapiocas, &c.; Confectionery, Chemicals, &c.

Proprietors of

Turban
BRAND BUSREH
Dates

IN CARTONS. Cases each 60 nominal pounds

Turban
COMPLETE
Puddings

Whole Rice Custard
Barley Flake Custard
Sago Custard
Ground Rice Custard
Tapioca Custard
Semolina Custard

All ingredients in the packet. No Eggs, Sugar or Milk required. A quart of water and a packet of Turban gives a rich milky pudding for six persons. Cases each 6 dozen assorted.

OBAYO
REAL
SARDINES

The Elite of the Sea

Guaranteed real Sardines, carefully packed in pure oil. Of high grade quality and fine flavor. Attractive gold and blue labels.

Packed in following sizes, 22 m/m. ¼-club. Nominal 10 oz. 12 oz. and 18 oz. All with keys.

Special Quotations upon Application.

Mince Meat (bulk)—5s, 17c; 10s, 16c; 25s, 15; 50s, $15.

Chateau Brand Pork and Beans, with Tomato Sauce—Ind., $1.05; 1s, $1.65; 2s, $2.35; 3s, $3.50. With Plain Sauce—Ind., 95c; 1s, $1.60; 2s, $2.30; 3s, $3.30.

Chateau Brand Concentrated Soups—Celery, $1.45; Consomme, $1.45, Green Peas, $1.45; Julienne, $1.45; Mutton Broth, $1.45; Ox Tail, $1.45; Pea, $1.45; Scotch Broth, $1.45; Chicken, $1.60 Mock Turtle, $1.45; Tomato, $1.45; Vermicelli Tomato, $1.45; Soups and Bouilli, 6s, $15.

Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 85c; 1s $1.00; 1½s, $1.45; 2s, $1.90; 3s, talls, $2.75; 6s, $8; 12s, $16. Plain Sauce, Pink Label—Ind., 85c; 1s, $1.00; 1½s, $1.45; 2s, $1.90; 3s (talls), $2.75; 6s, $8; 12s, $12.

Chili Sauce (red and gold label)—Ind., 85c; 1s, $1.00; 1½s, $1.45. 2s, $1.90; 3s, $2.75.

Vegetarian Baked Beans and Tomato Sauce—2s, $1.90.

Sliced Smoked Beef—½s, $2.45; 1s, $3.45; 4s, $24.

Canadian Boiled Dinner—1s, $2.45; 2s, $4.95.

Army Rations—Beef and Vegetables, 1s, $2.45; 2s, $4.95.

Spaghetti with Tomato Sauce with Cheese—½s, $1.40; 1s, $1.85; 3s, $3.35.

Tongue, Ham and Veal Pates—½s, $2.35.

Ham and Veal Pates—½s, $2.40.

Smoked Vienna Style Sausage—½s, $2.85.

Pate De Foie—¼s, 80c; ½s, $1.40.

Plum Pudding—½s, $1.95; 1s, $3.85.

Potted Beef Ham—¼s, 80c; ½s, $1.45.

Potted Beef—¼s, 80c; ½s, $1.45.

Potted Tongue—¼s, 80c; ½s, $1.45.

Potted Game (Venison)—¼s, 80c; ½s, $1.45.

Potted Veal—¼s, 80c; ½s, $1.45.

Potted Meats (Assorted)—¼s, 85c; ½s, $1.50.

Devilled Beef Ham—¼s, 80c; ½s, $1.45. Beef—¼s, 80c; ½s, $1.45.

Devilled Tongue — ¼s, 80c; ½s, $1.45. Veal—¼s, 80c; ½s, $1.45.

Devilled Meats (Assorted) — ¼s, 85c; ½s, $1.50.

In Glass Goods

Fluid Beef Cordial—20 oz. bottles, ...; 10 oz., ...

Ox Tongue — 1½s, $20.00; 2s, $24.95.

Lunch Tongue (in glass)—1s, $11.95

Sliced Smoked Beef (in glass)—¼s, $1.80; ½s, $2.80; 1s, $3.90.

Mincemeat (in glass)—1s, $3.25.

Potted Chicken (in glass) — ¼s, $2.90.

Ham (in glass)—¼s, $2.90.

Tongue (in glass)—¼s, $2.90.

Venison (in glass)—¼s, $2.90.

Meats, Assorted (in glass)—$2.90.

Chicken Breast (in glass) — ½s, ...

Tomato Ketchup — 8s, $2.20; 12s, $2.75; 16s, $3.40.

Chili Sauce—10 oz., $3.25.

Peanut Butter — ¼s, $1.45; ½s, $1.95; 1s, $2.45; in pails, 5s, 31c; 12s, 29c; 24s, 28c; 50s, 28c.

B.C. HOPS

Dominion Brand, quarters, per short weight pound 0.30

Dominion Brand, halves, per short weight pound 0.29

Maple Leaf Brand, ¼ lb. packages, per full weight pound. 0 40

Maple Leaf Brand, ½ lb. packages, per full weight pound. 0.39

COLMAN'S OR KEEN'S MUSTARD

	Per doz. tins
D.S.F., ¼-lb.	$2 80
D.S.F., ½-lb.	5 30
D.S.F., 1-lb.	10 40
F.D., ¼-lb.	....

	Per jar
Durham, 1-lb. jar, each	$0 60
Durham, 4-lb. jar, each	2 25

CANADIAN MILK PRODUCTS, LIMITED.
Toronto and Montreal
KLIM

Hotel	$20 00
Household size	9 00
Small size	5 75

F.o.b. Ontario jobbing points, east of and including Fort William Freight allowance not to exceed 50c per 100 lbs., to other points, on 5-case lots or more.

THE CANADA STARCH CO., LTD.
Manufacturers of the Edwardsburg Brands Starches

Laundry Starches—

Boxes	Cents
40 lbs., Canada Laundry	0.10
40 lbs., 1-lb. pkg., Canada White or Acme Gloss	0.10½
48 lbs., No. 1 White or Blue Starch, 3-lb. cartons	0.11
100-lb. kegs, No. 1 white	0.10½
200-lb. bbls., No. 1 white	0.10½
30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs.	0.12
48 lbs., Silver Gloss, in 6-lb. tin canisters	0.13½
36 lbs. Silver Gloss, in 6-lb. draw lid boxes	0.13½
100 lbs., kegs, Silver Gloss, large crystals	0.11½
40 lbs., Benson's Enamel, (cold water), per case	3.25
Celluloid, 45 cartons, case	4.50

Culinary Starch

40 lbs., W. T. Benson & Co.'s Celebrated Prepared	0.11¾
40 lbs. Canada Pure or Challenge Corn	0.10¼
20-lb. Casco Refined Potato Flour, 1-lb. pkgs.	0.16½

(20-lb. boxes, ¼c higher, exc. potato flour)

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz.	1 60
Knox Plain Sparkling Gelatine (makes 4 pints), per doz.	$2 00
Knox Acidulated Gelatine (Lemon Flavor), makes 4 pints, per doz.	2 10

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP

Perfect Seal Jars, 3 lbs., - doz. in case	$4.30
2-lb. tins, 2 doz. in case	5.45
5-lb. tins, 1 doz. in case	6.05
10-lb. tins, 1 doz. in case	5 75
20-lb. tins, ¼ doz. in case	5 70

(Prices in Maritime Provinces 10c per case higher.)

Barrels, about 700 lbs.	$0 08¼
Half bbls., about 350 lbs.	0 08½
¼ bbls., about 175 lbs.	0 08¾
2-gal. wooden pails, 25 lbs.	2 60
3-gal. wooden pails, 38½ lbs.	3 85
5-gal. wooden pails, 65 lbs.	6 25

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	$5 95
5-lb. tins, 1 doz. in case	6 55
10-lb. tins, ½ doz. in case	6 05
20-lb. tins, ¼ doz. in case	6 25

(5, 10, and 20-lb. tins have wire handles.)

MOZOLA COOKING OIL

	Per case
No. 1, 24 tins	12 00
No. 2, 12 tins	11 50
No. 8, 6 tins, 7½ lbs. each	20 25
No. 5, 2 tins, 37½ lb. each	30 00

INFANTS' FOOD
MAGOR, SON & CO., LTD.

	Doz.
Robinson's Patent Barley—1 lb.	$4 00
½ lb.	2 00
Robinson's Patent Groats—1 lb.	4 00
½ lb.	2 00

NUGGET POLISHES

	Doz.
Polish, Black, Tan, Toney Red and Dark Brown	$1 15
Card Outfits, Black and Tan	4 15
Metal Outfits, Black and Tan	4 85
Creams, Black and Tan	1 25
White Cleaner	1 25

IMPERIAL TOBACCO CO. OF CANADA, LIMITED
EMPIRE BRANCH

Black Watch, 10s, lb.	$1 20
Bobs, 12s	1 00
Currency, 12s	1 00
Stag Bar, 9s, boxes, 6 lbs.	1 08
Pay Roll, thick bars	1 25
Pay Roll, plugs, 10s, 6-lb. ¼ caddies	1 25
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs	1 08
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes	1 12
Forest and Stream, tins, 9s, 2-lb. cartons	1 14

ATTENTION

Exhibition visitors will be welcomed at the Fruit Market (foot of Yonge St.) Will have on display a full assortment of Local and Foreign Fruits.

White & Co., Limited

Church and Front Sts.

Toronto, Ont.

FRESH ARRIVALS EACH DAY

of all varieties of

Domestic Fruits and Vegetables

California Bartlett Pears

Finest Elberta Peaches

(Bushels)

NEW POTATOES AND ONIONS

100lb. Sacks

ORANGES LEMONS BANANAS

The House of Quality

HUGH WALKER & SON

Established 1861

GUELPH ∴ ∴ ONTARIO

Custard that Compels Custom

It is the fresh, delicate, creamy "home-made" flavour of Freemans Devonshire Custard that has made it so popular in the British Isles.

Oversea Troops from the Dominion who have returned home are bringing with them many links with the Old Country, one of which is a desire to taste again its delicate and unrivalled purity.

It will pay you well to display

FREEMANS DEVONSHIRE CUSTARD

in your store—it is such a ready seller and a very profitable line to stock, also it will enable you to push your canned and bottled fruits to great advantage.

Freeman's Devonshire Custard owes its unrivalled purity and flavour to the ideal conditions of cleanliness under which it is manufactured.

Write for trade terms and particulars to the WATFORD MFG., Co., Ltd. Delectaland Watford, England

Freemans FOOD PRODUCTS Watford

Brooms

We are pleased to advise the trade that we can now supply our

Standard Brooms

Prompt Shipment

and will be glad to book your order.

Prices ***right.*** ***Quality*** as usual.

Walter Woods & Co.

Hamilton and Winnipeg

QUAKER BRAND GOODS WILL PAY

An interesting and we believe demand-creating newspaper advertising campaign is starting in the West.

We will need the Grocers' co-operation.

DOMINION CANNERS LTD.

CATCH THE FLY

By using our

National Fly Catcher

Clean Sanitary Easy to use

Made in Canada by the

National Fly Catcher Co., Ltd.

Order from your Wholesaler

1598 Delorimier Ave. Montreal

Do you need a good man?

Are you looking for a suitable partner, a wide-awake clerk, or an aggressive salesman?

Our Want Ad. Page is the most direct, the surest way to reach the man you want. The men who will read your ad. in the CANADIAN GROCER are men of ambition, keen-edged fellows—the very best class from which to select the man to fit in with your requirements.

And it only costs you two cents a word to talk to these men through a CANADIAN GROCER Want Ad. Just two cents a word to reach your man quickly!

Send along your ad. to-day. Forms close Tuesday each week. Rates: 2c word first insertion, 1c word each subsequent insertion; 5c extra for Box No. per insertion.

Send along your ad. to-day.

The Canadian Grocer

143-153 University Ave., Toronto

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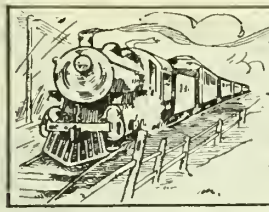
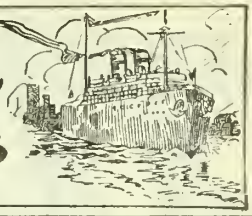
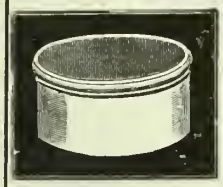


BUYERS' MARKET GUIDE
Latest Editorial Market News





STONEWARE

Buy Now—Butter Crocks, Jugs, Churns, Flower Pots, etc. Ask for latest catalogue.

The Toronto Pottery Co. Limited
Dominion Bank Bldg.
TORONTO

We are now located in our new and more spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S

Best English Malt Vinegar

QUALITY VINEGAR

White, Cottell & Co., Camberwell, London, Eng.

Agent:

W. Y. COLCLOUGH, 53 Silver Birch Ave., Toronto Beach 2170

J. E. TURTON, Board of Trade Building, Montreal

The LV PICKLE

Manufactured by

GILLARD & CO., LIMITED
London, England

An English Delicacy of High Repute

Magor, Son & Co., Ltd., 403 St. Paul St., (Place Royale), Montreal.

Order from your jobber to-day.

"SOCLEAN"

the dustless sweeping compound

SOCLEAN, LIMITED

Manufacturers TORONTO, Ontario

TAPIOCA IS AT NEW HIGH LEVELS

The market in all rices is very firm and little hope is held for any lower prices for some months to come. The situation is very stringent. Tapioca advanced this week to new high levels, at from 14½ to 15½ cents per pound. No changes are reported in rice quotations, but high levels are prevailing and choice qualities are scarce.

Plums and Pears WANTED

We are open to buy a limited quantity of plums and pears, all first-class varieties. Will also be in the market for Fall and Winter apples. Phone or write.

DOMINION CANNERS, LTD.
Simcoe, Ont.

---

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¼-INCH CUSHION FILLERS
CORRUGATED FLATS.

The TRENT MFG. CO., Ltd.
TRENTON - - ONTARIO

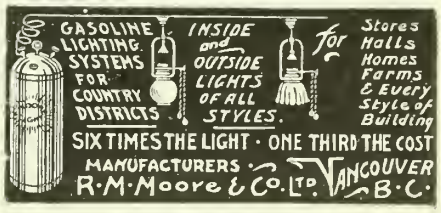
Now is the time to see us regarding Salted Lake Herring in pails, tubs or half-barrels. Write us at once. Herring any quantity our specialty.

BOWMAN FISH CO.
66 Jarvis Street.
Toronto

COUNTRY MERCHANTS

Ship your Eggs, Butter and Poultry to us.
Top market prices. Cash payment.
Write or phone.

C. A. MANN & CO.
LONDON, ONT.
Phone 1577


GASOLINE LIGHTING SYSTEMS FOR COUNTRY DISTRICTS
INSIDE and OUTSIDE LIGHTS OF ALL STYLES.
For Stores Halls Homes Farms & Every Style of Building
SIX TIMES THE LIGHT · ONE THIRD THE COST
MANUFACTURERS
R·M·Moore & Co. Ltd.
VANCOUVER B·C·

The SARNIA PAPER BOX CO., Ltd.

SARNIA, ONT.

Manufacturers of:
Ice Cream Cartons, Parafined.
Butter Cartons, Parafined.
Egg Cartons; Special Egg Fillers.
Folding Candy Boxes; also handy Parafine boxes for bulk Pickles, Mince Meat, etc.

BEANS

Handpicked or Screened in car lots

Ask for quotations

Geo. T. Mickle, Ridgetown, Ont.

These one-inch spaces only $1.60 per insertion if used each issue in the year.

Wanted

Classified Advertising

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where copies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

WANTED

WANTED—AN EXPERIENCED TEA TRAVELler for Eastern Ontario and Ottawa District. Apply Box 1454, Montreal.

YOUNG MAN DESIRES POSITION AS TRAvelling salesman to cover territory in New Brunswick. For particulars apply Hector Boudreau, Beresford, N.B.

TRAVELLER — GROCERS' SUNDRIES OR bulk teas; an intelligent hard worker; can start September 10th. Box 716, Canadian Grocer, 143 University Avenue, Toronto, Ont.

SALESMEN—LONG ESTABLISHED CONNECtion with grocery trade in Montreal, is open for one or two good lines on commission. Box 706, Canadian Grocer, 143 University Avenue, Toronto, Ont.

SAUSAGE MAKER WANTED

WE HAVE AN OPENING FOR A GOOD MAN in our sausage factory, able to cure hams and bacon, and to put up all kinds of sausage; must be sober. Apply, stating salary and references, Box 563, Fredericton, N.B.

WANTED — FIRST-CLASS SALESMAN, AT once, one with good connection with wholesale grocers and jobbers; high-grade lines of brooms and whisks. One that can get results will find this to be an exceptional proposition. Apply, giving all particulars and salary expected, Box 714, Canadian Grocer, 143 University Ave., Toronto, Ont.

WANTED

First-class specialty salesman to handle one of the best known food products on the Canadian market.

Box 660, Canadian Grocer
143 University Ave.
Toronto, Ont.

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Canadian Grocer, and let it assist you in filling your needs.

TRANSLATIONS

ENGLISH INTO FRENCH — COMMERCIAL, Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault, P.O. Box 135, Station B, Montreal.

FOR SALE

FOR SALE—GENERAL STORE AND DWELling in a good locality. Annual turnover about $30,000. Apply Box 712, Canadian Grocer, 143 University Ave., Toronto, Ont.

ANY FIRMS BUYING POTATOES IN CAR lots will do well to communicate with Prior Bros., merchants, Portage la Prairie. Man.

AGENCIES WANTED

MONTREAL COMMISSION BROKERS ARE looking for additional agencies, grocery and candy specialties, chocolates, etc. Strong connection, wholesalers and jobbers. Address "D." care of 12 Fernwood Park Ave., Toronto.

SIDELINES IN GROCERY OR FOOD PRODucts wanted on commission by traveller covering the Province of Quebec. Apply Willy Provencher, 1609 Esplanade Ave., Montreal, Que.

CATSUP THAT WILL KEEP
IS MADE FROM
Parke's Catsup Flavor and Preserver

A concentrated extract of spices which makes the tastiest catsup, with the bright red color of the ripe tomato.

No Additional Spices Required

Retail price 25c per bottle. One bottle is enough for a bushel of tomatoes.

Wholesale Price : $2.25 per doz.; $27.00 per gross.
PARKE & PARKE, LIMITED
Macnab St. and Market Sq., Hamilton, Ont.

WANTED
IN ANY SIZE QUANTITY
JUTE - SUGAR
BAGS
AND COTTON LINERS.
E. PULLAN
TORONTO

Baker's Cocoa and Chocolate

REGISTERED TRADE-MARK

MAKE AND KEEP GOOD CUSTOMERS

They are most reliable goods sold with a positive guarantee of purity and superior quality; put up in conformity with the Pure Food laws; are readily sold, giving a quick turnover of stock.

MADE IN CANADA

WALTER BAKER & CO. Limited
Montreal, Can. Dorchester, Mass.
Established 1780

WHEN ANSWERING ADVERTISEMENTS KINDLY MENTION NAME OF THIS PAPER

COLLECTIONS

By a competent organization which is wide-awake to the necessity of having these leakages stopped.

We can handle this proposition in a proper business like manner and guarantee satisfaction to all concerned.

Nagle Mercantile Agency
Laprairie (Montreal) Que.

EVERYWHERE
NO COLLECTION
NO CHARGE
EFFICIENT
RELIABLE

Judged by Results

—here is a Shortening
that WILL
and DOES
give satisfaction!

"Peerless" Shortening

IT makes an attractive exhibit on your shelves and in your window—but best of all it's a SELLER, and that's what counts most, isn't it?

When a customer buys a product time after time—and always insists on getting the same particular brand—that brand must have MERIT.

And this is what happens continually with "PEERLESS SHORTENING."

Sold in 3 lb., 5 lb. and 10 lb. Bright Tin Pails and in 1 lb. Sanitary Cartons.

THE WILLIAM DAVIES COMPANY LIMITED
TORONTO & MONTREAL

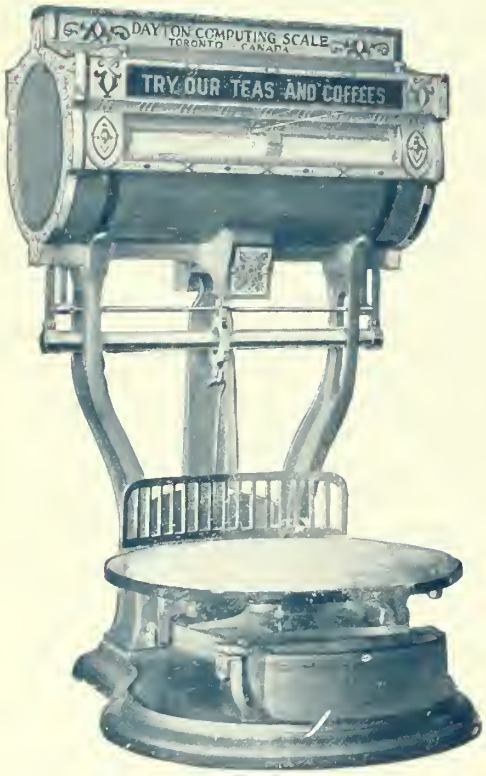
Canada Food Board Packer's License No. 13-50

VICTORY YEAR!

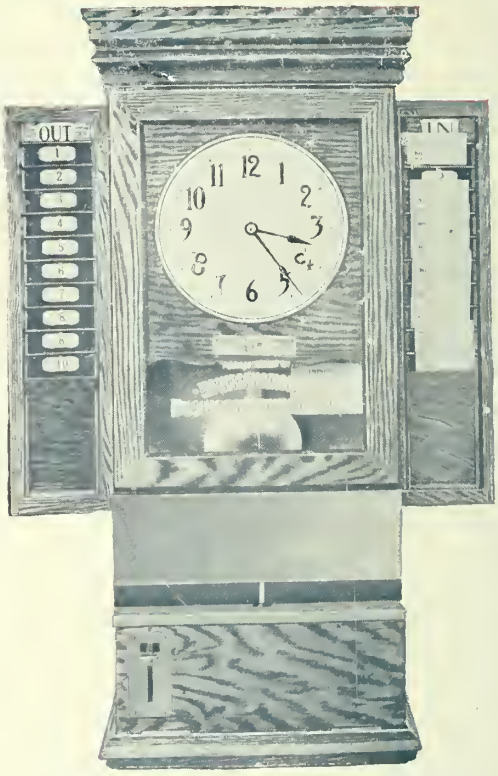
Get the feeling! Get the swing of Victory! Get it into your business. Come to the great National Exposition at Toronto this year with a mind open to new ideas—Victory Ideas—to help your business make more money. See our Exhibit of

Dayton Computing Scales and International Time Recorders—in Industrial Bldg.

They point the way to bigger profits for every retail store.



THE DAYTON SCALE
"The World's Greatest Computing Scale"



INTERNATIONAL TIME RECORDERS
"Make Every Working Hour Yours"

Our products are the highest priced in the world—yes—but they do more and better work and last longer—and they are made in Canada. They cost money—to be without!

DAYTON COMPUTING SCALES

Frank E. Mutton
Vice-Pres. and Gen'l Mgr.

Royce and Campbell Avenues, Toronto.
Also at Montreal, Winnipeg, Vancouver

Division International Business Machines Co., also makers of International Time Recorders and Hollerith Electric Tabulators

Featuring British Columbia and London, Ont. Articles

CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIII PUBLICATION OFFICE: TORONTO, SEPTEMBER 5, 1919 No. 36

The Finest Product of the Corn

CROWN BRAND CORN PURE SYRUP

The Standard of Quality

For Cooking, Pancakes, Candy Making, All Table Uses.

THE CANADA STARCH CO., Limited,
MONTREAL.

237

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation
Copy of report will be sent on request to anyone interested

CANADIAN GROCER, published every Friday. Yearly subscription price $3.00. Entered as second-class matter at Post Office, Ottawa, and as second-class matter, July 5, 1912, at the Post Office at Buffalo, under the Act of March 3rd, 1879.

Bordens
EAGLE BRAND

A Quality Product linked with Quality Advertising, resulting in Quantity Sales.

A display of Borden's Eagle Brand will pay. Here are three purposes for which you can recommend Eagle Brand.

For use in tea and coffee.
For use in cooking.
As an ideal infants' food.

All three uses are backed by the biggest, strongest advertising campaign in the Borden history. Cash in on it by using window displays and other advertising matter furnished free. Write us.

BORDEN'S CONDENSED MILK
Trade Mark of BORDEN'S CONDENSED MILK Co.
Reg. U. S. Pat. Off.
GAIL BORDEN
EAGLE
BRAND
by which their PRESERVED MILK will hereafter be designated; and for additional protection against imposition, each label will bear the signature,
Gail Borden
BORDEN MILK CO LIMITED
MONTREAL QUEBEC

Borden Milk Co., Limited

Leaders of Quality

MONTREAL

Branch Office:

No. 2 Arcade Bldg. Vancouver, B.C.

Direct from the Beautiful Apple Orchards of the Annapolis Valley

"Evangeline"

Brand

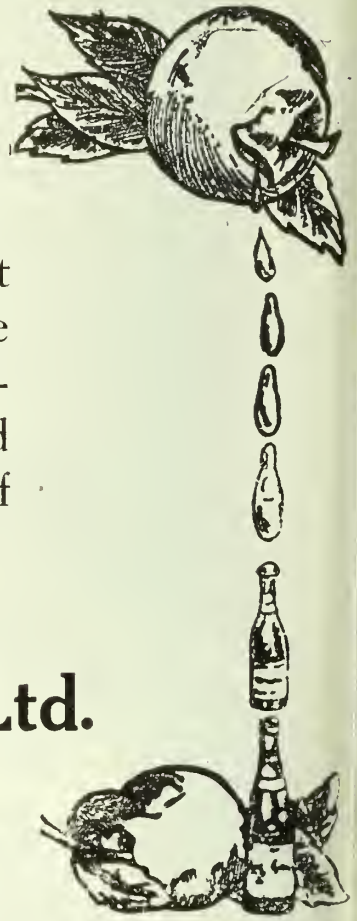
Apple Cyder

THE BEST BEVERAGE OF ALL

Delicious, Healthful, Refreshing

In Kegs of 10, 15, 20 or 30 Gallons
or in Crown Pint Bottles

CLEAR, SPARKLING LIKE CHAMPAGNE



This real apple cyder is of the very finest possible quality and is absolutely reliable as to alcoholic strength. It is manufactured and refined by the English process and retains all the delightful flavor and aroma of the Nova Scotian apples.

Annapolis Valley Cyder Co., Ltd.

Bridgetown, N.S.

Manufacturers of Pure Apple Cyder and Cyder Vinegar

CLARK'S

PREPARED FOODS

The Popular

Made in Canada

Food Specialties

Pork and Beans — Corned Beef — Ox Tongues
Beefsteak and Onions — Cambridge Sausage
Boneless Pigs Feet — Potted Meats — English Brawn
Concentrated Soups — Tomato Ketchup
Sliced Smoked Beef — Stewed Kidneys — Loaf Meats
Spaghetti with Tomato Sauce and Cheese, etc.

Buy Canadian Goods **Keep Canadians Busy**

W. Clark, Limited **Montreal**

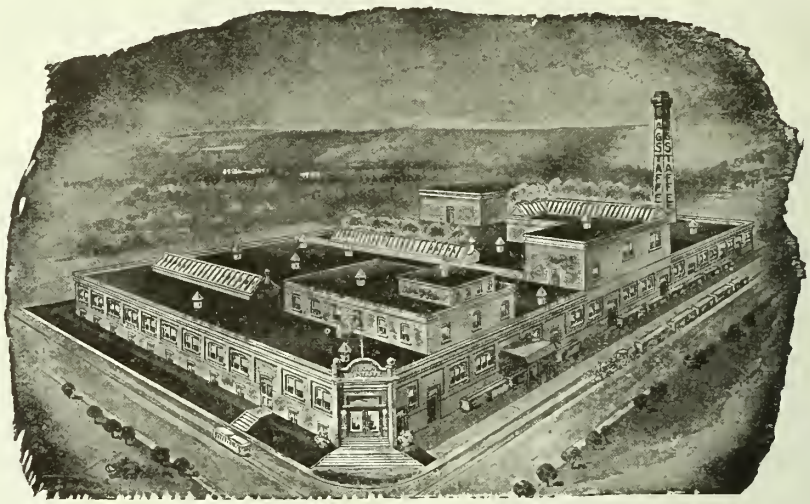
Clark's

WAGSTAFFE'S

New Season's 1919

Lemon
Orange
and
Citron

Caps or Cut Ready for Use.



THE MOST UP-TO-DATE CANDIED PEEL AND CRYSTALLIZED FRUIT FACTORY IN CANADA

WAGSTAFFE'S

Crystallized Ginger, Cherries and Assorted Fruits.

Plum Puddings and Mincemeat.

NOW READY FOR DELIVERY.

Order From Your Wholesale Grocer.

WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON CANADA

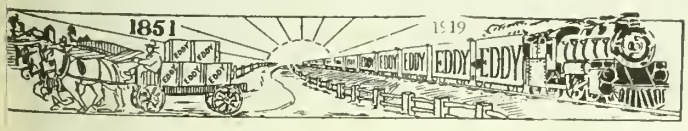
"Every week with the E.B.Eddy Company of Hull, Canada"

A Huge pile of pulp-wood at the Eddy Plant

Story for Week Dated Sept. 5, 1919 **Being No. 50 in the Series**

Eddy Company Employees are all Happy. A Glimpse at the Girls.

HERE is just a peep at one of the tables in the E. B. Eddy Company's lunch room at the match factory for the nimble-fingered girls who help make the famous "Silent Fives." The Eddy Company girls are a merry bunch all the time. They do their work under excellent conditions, and are capable of earning very comfortable wages. There is a great tendency amongst Eddy Company employees to remain with the plant at Hull. Amongst the men employed by the E. B. Eddy Company are several who have seen half a century of service with the firm, while many are on their way to decades of experience. It was characteristic of the late E. B. Eddy that he thought constantly of the welfare of his employees, and the same kindly tradition has been upheld by the present Executive. As a result the excellence of Eddy Company products, and the loyalty of Eddy Company employees can always be counted on.



Some Selling Points About Eddy's "Silent 5" Matches

Eddy's Silent 5 Matches

They are made from selected wood, clear, straight-grained, which will not break off in striking. The wood is clean Canadian White Pine from the Eddy Company's own timber limits.

They are Sesqui tipped, non-poisonous, safe in manufacture and in use, fully conforming to every Government regulation.

They strike silently, and the heads do not fly off dangerously.

They are dipped in a swiftly igniting wax which insures a clear, strong flame which does not burn down too fast.

They are rendered chemically self-extinguishing by a special process which makes the stick char down to a fibre tough enough to hold the head strongly, even after the match is out, and yet which does not glow red so as to cause risk of fire if dropped on the ground or floor.

Methods of manufacture by which the Special and Successful Selling Points of other famous Eddy Products will be described in forthcoming articles in this series.

It's Here At Last!

LIQUID VENEER MOP

MADE IN CANADA

The mop with a swab that comes off with a pull—that can be washed and put through a wringer like a handkerchief—a gigantic improvement over all other mops. It fairly bristles with Liquid Veneer quality.

That's it—it's the *quality* mop. When kept moistened with Liquid Veneer and used on floors, the results are so beautiful as to seem almost incredible. Floors take on a *piano finish.*

It is so superior, so full of quality that no house wife who uses the Liquid Veneer Mop will ever go back to the old, greasy oil mop with its trail of greasy, discolored floors.

5 Big Points of Superiority

1—The swab comes off with a pull.

2—The handle adjusts to any position and remains secure in position desired without tampering with nuts or bolts.

3—Mop has a full yarn centre and is not merely a fringe of yarn around a frame. Provides more polishing surface.

4—Mop is treated with Liquid Veneer, a guarantee of positively unequaled results on floors.

5—New swabs may be bought, saving housewife expense of buying new mop.

To Be Sold On Approval

Mr. Dealer, you may sell this mop on approval. If your customers return any, we will back you up. Retail price in Canada—$1.75 complete, each mop packed in most beautiful lithographed metal container on the market—bright yellow with red and black type. Extra swabs retail at $1.00 each.

See Next Page

Champion of the World

LIQUID VENEER MOP

MADE IN CANADA

You will want to be fully posted on this wonderful mop. Send for information entailing no obligation. We are making a specially attractive offer which will net 66% profit on your investment.

This beautiful, life-size demonstrating cutout FREE

This mop is to be advertised heavily this fall and steadily thereafter—a special campaign that will cover Canada thoroughly. Your customers will surely hear of the Liquid Veneer Mop.

You will be supplied with the most beautiful, lithographed cutout that can be procured. Illustration shows cutout that tells the story — furnished free.

Take our advice. Get all information about this Mop. Drop us a line to-day.

MAKES YOUR FLOORS RIVAL YOUR PIANO

In Brightness and Cleanliness

LIQUID VENEER MOP

Champion of the World

SWAB PULLS OFF QUICKLY EASY TO WASH

HANDLE ADJUSTS TO ANY POSITION

EXTRA MOPPING STRANDS IN CENTER EXCLUSIVE FEATURE

TO TREAT SPRINKLE WITH LIQUID VENEER

Buffalo Specialty Co.

347 Ellicott Street
Buffalo, N.Y.

Bridgeburg, Ont.
Canada

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN PROVINCES

A. M. Maclure & Co.
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

Wholesale Grocery Brokers
Commission Merchants
410 Chamber of Commerce, Winnipeg
Personal attention given to all business entrusted to us.
Correspondence Solicited. Established here 1900.
GEORGE ADAM & CO.

ALEX. BAIRD LTD.
Manufacturers' Agents
300 Montreal Trust Bldg.
WINNIPEG, MAN.
Correspondence Solicited

C. H. GRANT CO.
Wholesale Commission Brokers and Manufacturers' Agents
810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

W. L. Mackenzie & Co., Ltd.
Head Office: Winnipeg
Branches at
Regina, Saskatoon, Calgary, Edmonton

Macdonald, Adams Company
Brokers and Manufacturers' Agents
Open to negotiate for new lines of Grocery Specialties in Western Canada
502 Avenue Building, Winnipeg

THE McLAY BROKERAGE CO.
WHOLESALE GROCERY BROKERS
and MANUFACTURERS AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

Mention This Paper When Writing Advertisers.

Donald H. Bain Co.

WHOLESALE GROCERY COMMISSION AGENTS

A sales force of competent men.
Ample capital—and the reliability that goes with it.
A record of results—and the prestige that follows it.
An energetic, result-getting organization—with satisfied clients to prove it.
Are all at your disposal if WE represent you.
Every branch a business in itself, directed by capable, experienced managers.
All varieties of Food Products.
If you want results get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER
ALSO AT 60 CHEAPSIDE, LONDON, E.C. 2, ENGLAND

Canada Food Board License No. 6—450

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.

The Largest in Western Canada

We are the largest Storage Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated Warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

Watson & Truesdale, Winnipeg

Have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRI-
BUTION

SIX HOUSES IN WESTERN CANADA

W. H. ESCOTT CO., LIMITED Winnipeg, Man.
W. H. ESCOTT CO., LIMITED Saskatoon, Sask.
W. H. ESCOTT CO., LIMITED Regina, Sask.
W. H. ESCOTT CO., LIMITED Calgary, Alta.
W. H. ESCOTT CO., LIMITED, Fort William, Ont.
W. H. ESCOTT CO., LIMITED Edmonton, Alta.

WHOLESALE GROCERY BROKERS, MANUFACTURERS' AGENTS, IMPORTERS

Consignments Solicited HEAD OFFICE: 181-183 Bannatyne Ave. East, WINNIPEG *Write Us*

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN CANADA

SCOTT-BATHGATE CO., LTD.

Service | Reliability | Integrity

We have founded our business on these three corner stones—Service, Reliability, Integrity. These are the secret of our success in marketing goods in the West.

If your line does not conflict we can give you the same service.

Scott-Bathgate Co., Ltd. Wholesale Grocery Brokers and Manufacturers' Agents **149 Notre Dame Ave. E., Winnipeg**

"Always On The Job"

The H. L. Perry Co., Ltd., 214-216 Princess St., Winnipeg

As your Selling Agents, we can make a big success of your Account.

STORAGE DISTRIBUTING FORWARDING

F. D. Cockburn Co., 149 Notre Dame Ave. E., Winnipeg

We represent some of the best manufacturers and will give your line the same attention. Pugsley Dingman & Co., Ltd. John Taylor & Co. and John Bull Mfg. Co.

ALBERTA

D. J. MacLeod & Co.

Manufacturers' Agents and Grocery Brokers

EDMONTON, ALTA.

Open to negotiate for new lines in Alberta. Our staff calls on wholesale trade and does detail work.

B. M. Henderson Brokerage, Ltd.

106-7 Adams Building, Edmonton, Alta.
(Brokers Exclusively)

Dried Fruits, Nuts, Beans, Jams, Cereals, Fresh Fruits and Vegetables.

Western Transfer & Storage, Ltd.

C.N.R. Carters C.P.R.

DISTRIBUTION - STORAGE - CARTAGE

P.O. Box 666, Edmonton, Alta.

Members of the Canadian Warehousemen's Association

WHEN WRITING TO ADVERTISERS KINDLY MENTION NAME OF THIS PAPER

PACIFIC CARTAGE CO.

C.P.R. Carters

Office: C.P.R. Freight Sheds CALGARY

Distribution of Cars a Specialty

Storage and Forwarding Prompt Service

SAY YOU SAW IT IN CANADIAN GROCER WHEN WRITING TO ADVERTISERS

A BRANCH HOUSE WITHOUT THE COST OF MANAGEMENT

The Regina Cold Storage & Forwarding Co. Ltd.

Regina - Saskatchewan

COLD STORAGE WAREHOUSING CAR DISTRIBUTION

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

T. M. SIBBALD & SON
GROCERY BROKERS
Agent for KELLOGG'S Toasted Cornflakes
Another Agency Solicited
311 KING ST. E. - TORONTO
Storage and Bonded Warehouses

MACLURE & LANGLEY
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

SAY YOU SAW IT IN CANADIAN GROCER

EL ROI-TAN PERFECT CIGAR

EVERY DOG OWNER
throughout the World
Knows
SPRATT'S
DOG CAKES
and
PUPPY BISCUITS

Will you cater for those in your town?

Ask your jobber for them or write for samples and prices to

SPRATT'S PATENT LIMITED
Congress Street, NEWARK, New Jersey, U.S.A.
or
24-25 Fenchurch Street, London, England

Remember that Laundry Blues vary in strength, color and bleaching properties. Inferior kinds leave unsightly marks on linen.

OCEAN BLUE has a reputation for safety and perfect results—due to expert treatment in every stage of its manufacture.

You will have no complaint from even your most particular customers if you sell them.

OCEAN BLUE
In Squares and Bags
Order from your Wholesaler

HARGREAVES (CANADA) Limited
The Gray Building, 24 & 26 Wellington St. W., Toronto.

Western Agents: For Manitoba, Saskatchewan and Alberta: W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon: Creedon & Avery, Rooms 5 and 6, Jones Block, 407 Hastings Street West, Vancouver, B.C.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO
Canadian Food Control License Nos. 6-236/7/8

THE S. G. BENDON UTILITY CO.
Brokers and Commission Agents
30 St. Francis Xavier St., Montreal
Our Motto: Always at Your Service

JOHN E TURTON
Wholesale Grocery Broker
BOARD OF TRADE BUILDING
MONTREAL

Paul F. Gauvreau
Wholesale Broker
FLOUR, FEEDS AND CEREALS
84, St. Peter Street, Quebec
Am buyer of Peas, Beans, mixed Grain of all kinds. Mail samples and prices. Need big quantities to fill contracts.

For Representation in Montreal
J. C. Thompson Company
209 St. Nicholas Bldg.
We cover the retail trade

J. L. FREEMAN & CO.
Wholesale Grocery Brokers
ROOM 122 BOARD OF TRADE BUILDING - Montreal

MARITIME PROVINCES

GAETZ & CO.
MANUFACTURERS' AGENTS AND GROCERY BROKERS
47-49 Upper Water St., Halifax, N.S.

Established 1889
HOWE, McINTYRE Company
Grocery Brokers, Importers and Manufacturers' Agents.
91-93, Youville Square,
MONTREAL .·. CANADA

We Want Agencies for
FOOD PRODUCTS
For Prince Edward Island
BEST REFERENCES
J. C. Carragher Company
Charlottetown, P.E.I.

SILCOCK & DREW
Brokers and Commission Merchants
Grocers' Specialties, Etc.
Established 1897
33 St. Nicholas St., Montreal

LET CANADIAN GROCER Sell It For You

COUNTRY MERCHANTS
of Nova Scotia, New Brunswick, Prince Edward Island
Ship us your
Butter, Eggs, Potatoes, Etc.
We pay highest market prices.
SMITH BROS.
7 Upwater St. - - HALIFAX

BROOMS
BROOMS
BROOMS
BROOMS
Only the best material used.
See our traveller or write us direct.
ALTEN LOHNES
35 Queen St.
Charlottetown P.E.I.

Then and Now

Macdonald Tobacco Factory

1860	1919
Plug Smoking	**Plug Chewing**
Brier	Prince of Wales
Index	Crown
British Consols	Black Rod (Twist)
	Napoleon

SELLING AGENTS:

Nova Scotia—Pyke Bros., Halifax.

New Brunswick—Schofield & Beer, St. John.

Kingston—D. Stewart Robertson & Sons, Kingston.

New Brunswick—D. Stewart Robertson & Sons, Kingston.

Ottawa—D. Stewart Robertson & Sons, Ottawa.

Toronto—D. Stewart Robertson & Sons, Toronto.

Hamilton—Alfred Powis & Sons, Hamilton.

London—D. C. Hannah, London.

Manitoba and North West—The W. L. Mackenzie & Co., Ltd., Winnipeg.

British Columbia—George A. Stone, Vancouver.

Quebec—H. C. Fortier, Montreal.

W. C. MACDONALD REG'D.

INCORPORATED

MONTREAL - - P.Q.

Important London Industries

Kellogg's Toasted Corn Flakes

MADE BY
BATTLE CREEK TOASTED CORN
FLAKE COMPANY, LIMITED

LONDON, ONT.

August 25, 1919.

Mr. Retailer:-

Doubtless you have read in the Daily Press an item dealing with litigation between ourselves and the Kellogg Toasted Corn Flake Company of Battle Creek, Michigan, and The W. K. Kellogg Cereal Company of Toronto; the item being headed "London Firm Loses Appeal." You have probably also seen advertisements headed "The Original Kelloggs Win." These notices and advertisements are misleading and you will no doubt be glad to know the true situation.

The fact is that an action was instituted by us some time ago to restrain the manufacture by Kellogg Corn Flake Co., Michigan and Toronto, of Corn Flakes in Canada. As you know, these Companies were selling Corn Flakes, known as Dominion Corn Flakes, and were at no time attempting to sell to the trade corn flakes packed in the ORIGINAL, RED, WHITE AND GREEN package. This action was partly tried but the trial has not been concluded.

In June of this year, these Companies began an advertising campaign and the extensive use of the RED, WHITE and GREEN package which we have used from the time we began business more than twelve years ago. We immediately commenced proceedings to stop the use of this package. We applied for an interim injunction and this is the application which came before the Honorable Mr. Justice Kelly. The main argument of the defendants was based on a contention that the whole question was in issue in the former action, the continuation of the trial of which, we

Grocers who are attending the Western Fair are the finest and most sanitary

Only a block east of the Fair

Important London Industries

Kellogg's TOASTED CORN FLAKES

MADE BY
BATTLE CREEK TOASTED CORN FLAKE COMPANY, LIMITED

LONDON, ONT.

intend to press on at the earliest possible date. "THERE WAS NO APPEAL." Mr. Justice Kelly's view was that he should not grant an interim injunction, but that the action should proceed to trial as soon as possible. He, therefore, referred our application to the trial Judge, but he directed the defendants to keep an account of all sales made by them in the meantime.

You will be interested to know that Dr. John H. Kellogg was the originator of Corn Flakes. We purchased from him and paid him a large sum for the Canadian rights and are the only manufacturers in Canada of the GENUINE, ORIGINAL KELLOGG'S TOASTED CORN FLAKES packed in the ORIGINAL package. We are a thoroughly Canadian Company and in no way connected with any United States concern.

Since 1907 we have continuously manufactured, and will continue to manufacture and sell the GENUINE, ORIGINAL KELLOGG'S TOASTED CORN FLAKES because we paid for the right to do so.

Send in your business as usual and we shall be glad to continue shipping you that UNEQUALLED and UNVARYING QUALITY, so popular with the Canadian public, which is often imitated but never EQUALLED.

Thanking you for your co-operation,

We are,

Yours truly,

BATTLE CREEK TOASTED CORN FLAKE CO., LIMITED.

cordially invited to come and inspect our factory, food factory on the continent.

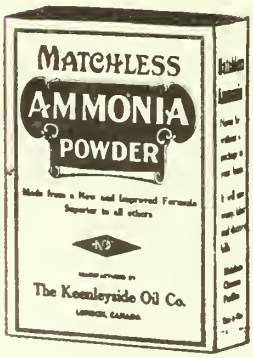
Grounds on Dundas Street.

Important London Industries

LONDON

the home of

Matchless Ammonia Powder



When you visit London—of course you are coming to our Annual Exhibition—don't forget the welcome awaiting you at the new plant, London Junction, where MATCHLESS AMMONIA is made.

You'll want to see the various processes involved in the manufacture of this truly "Matchless" Cleanser. Even if you are not now selling Matchless Ammonia come in and see us anyway. In all probability you will be selling it some day. Most good retailers eventually stock "Matchless."

We also have a complete line of general groceries and our quotations are interesting. Two excellent lines we supply in package or bulk.

Argo Corn Starch
Liberty Gloss Starch

The Keenleyside Co.

London, Ontario

Western Distributors: THE H. L. PERRY CO., WINNIPEG

Important London Industries

Canada's Finest

You can always rest assured of "friendly customers" when you recommend "Sweetheart" Brand and "Loyal" Brand Coffee.

Carefully roasted from the choicest coffee beans these two brands are becoming more and more popular. Stock them — display them and watch your profits grow.

The new home of Sweetheart Brand Coffee, Peanut Butter, etc., may now claim to be one of the finest and best equipped plants of its kind in Canada.

Rebuilt after its recent fire with the latest added improvements it is well worth a trip of inspection. Come and see it while in London.

Western Fair Visitors

Don't fail to call at our booth in the **Pure Food Building** while at the London Exhibition and have a delicious cup of coffee. We will be glad to welcome all our customers.

There's nothing adds so much zest to a "jaded" appetite as a delicious "Peanut Butter" Sandwich made with "Sweetheart" Peanut Butter. "Sweetheart" Brand has a flavor all its own. Made from the sweet hearts of carefully selected and perfectly roasted peanuts. "Sweetheart" Brand Quality and flavor is unexcelled. Always a big seller and its ever-increasing demand warrants you, Mr. Dealer, in keeping well stocked shelves of "Sweetheart" Brand.
Packed in glass jars (4 sizes) or tin pails.

The IXL Spice and Coffee Mills, Limited, London, Ont.

Important London Industries

Perrin's "Sodas" are always in demand.

Their exceptional quality makes them a general favorite.

Made in a most up-to-date factory where cleanliness is paramount, under ideal conditions, by biscuit makers who pride themselves on the *High Standard* of *Quality* of *Perrin's Products.*

You'll find *Perrin's* Sodas will win you satisfied customers and liberal profits.

Let your next order be *Perrin's.* Write us for full information.

D. S. Perrin & Co., Ltd.

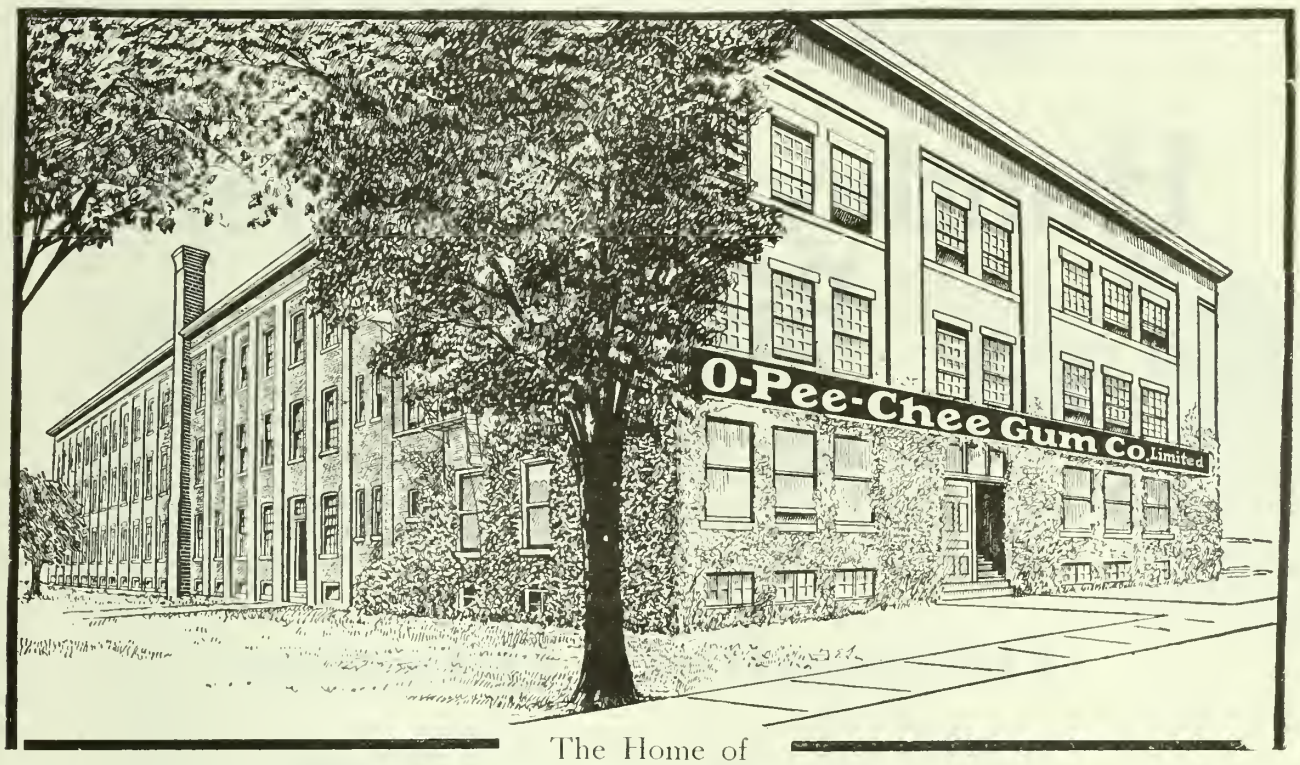
London, Ontario

Important London Industries

You Are Invited To Come To London

Come and see London's big Western Fair. The Fair is the main attraction but your interest in our city will not be confined to that alone.

We want you to see our modern factory and will be pleased to have you call on us at your convenience.



The Home of

O-PEE-CHEE CHEWING GUM
MINTEES, WINTEES, CINTEES, CLOVEES
KRACKLEY NUT

(The Delicious Pop-Corn Confection)

If you are not already handling our products, ask your jobber or write direct for price list.

O-Pee-Chee Gum Co.
Limited

LONDON CANADA

618 - 630 DUNDAS STREET

By Appointment to H.M. King George V.

From War to Peace

The war restrictions on the shipment of Biscuits having been removed,

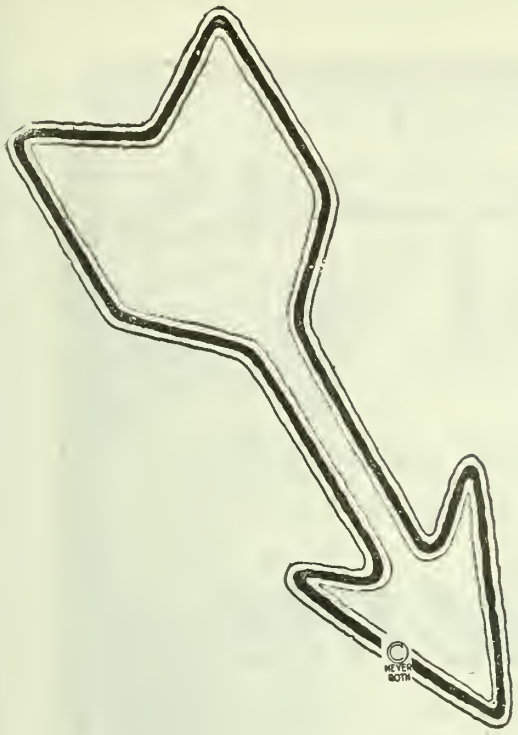
Huntley & Palmers Biscuits

are once again being sent to all parts of the world. They are of the same standard of

Unrivalled Quality

as in the past, and to prevent disappointment, the public should place their orders at once with their usual suppliers.

HUNTLEY & PALMERS LTD.
Biscuit Manufacturers
READING & LONDON
ENGLAND



These Arrows Point to the Trade Mark of the Famous

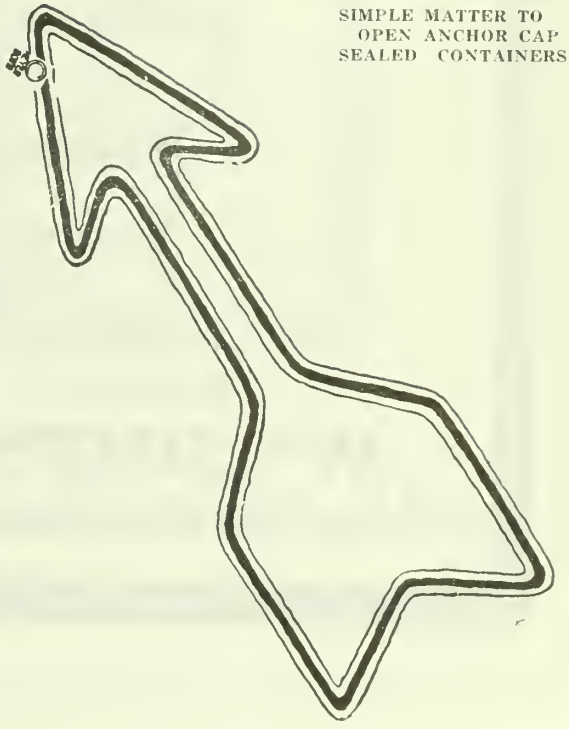
ANCHOR CAP

—the seal that **Experience** has proven to be the one best method of protection against leaks, moldy contents and general contamination

—the seal that gives to the package an attractive finished appearance that increases its saleability to a marked degree.

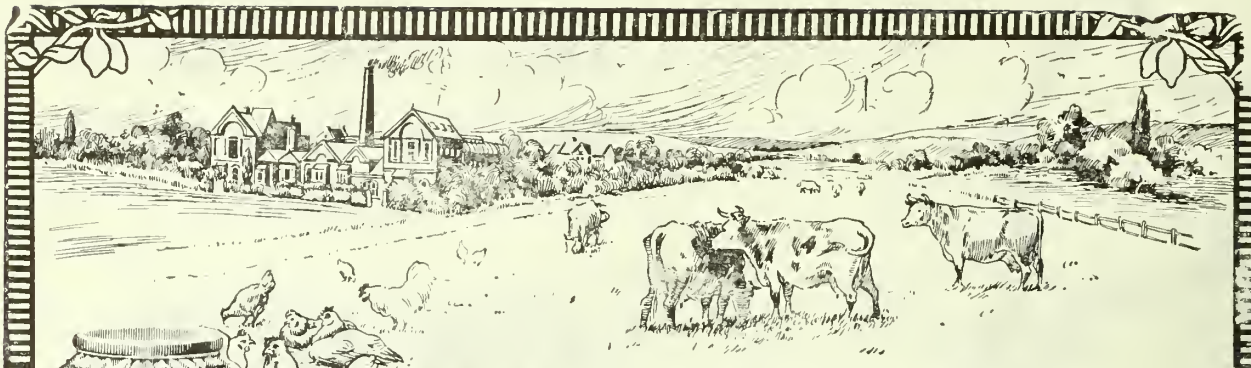
Your wholesaler can supply you with Anchor-Cap-Sealed goods.

SIMPLE MATTER TO OPEN ANCHOR CAP SEALED CONTAINERS



ANCHOR CAP AND CLOSURE CORPORATION OF CANADA Limited

50 Dovercourt Rd., Toronto



It is sure to be pure if it is

Lemocreme (REG'D)

The Cream of Curds

The perfection of "LEMOCREME" is the reward of considerable patience, experiment, skill and care. The freshness, purity and exact condition of every ingredient have to be ensured. The mixing must be scientifically correct, whilst the boiling calls for absolute precision to preserve the flavour and fully develop the food values.

"LEMOCREME" IS *Real* LEMON-CHEESE with the old-time "home-made" smack about it.

Selling Agents Wanted

We are open to appoint as selling agents throughout Canada leading distributing firms without a competitive line. Give full particulars in first application.

WM. SIMPSON (MANCHESTER) LTD

The Garden Factory, URMSTON MANCHESTER

Two Jeffress Sellers

OLIVE BUTTER
DELICIOUS FOR SANDWICHES SALADS ETC
AN UNEQUALLED APPETIZER
MADE FROM SELECTED PURE SPICED OLIVES PIMENTO AND MALT VINEGAR
PRODUCED BY E.W. JEFFRESS LIMITED WALKERVILLE CANADA

Olive Butter and Maroma

There are few products that you can recommend with such whole-hearted sincerity as Jeffress' Olive Butter and Jeffress' Maroma.

Both these lines possess customer-pleasing goodness to 'nth degree.

Olive Butter made from choice olives, spices, pimento and pure malt vinegar is particularly appetizing for sandwiches, salads, etc.

Maroma is a "different" salad dressing. Wherever a high-class French mustard is desired Maroma more than fills the bill.

Try a sample order of Olive Butter and Maroma and note the profit on your sales.

E. W. Jeffress Ltd., Walkerville, Ont.

Distributors: **W. G. Patrick & Co., Limited, Toronto, Ont.**

TRUTH

Copy of an open letter by W. K. Kellogg, appearing in the daily newspapers

I am firmly convinced that truth only convinces in the end.

No matter how a man or an institution may try to detract the public's mind from the main issue by a wilderness of words, his product stands or falls upon the truth or untruth of his statement.

The public always is finally convinced by truth and truth alone.

So, disregarding the claims and counter claims of the imitators, simply make this one statement that

Kellogg's

TOASTED CORN FLAKES

sold only in flavor-holding **WAXTITE** packages is the most delicious, nutritious and crispest corn flakes on the market, and the full, carefully packed **WAXTITE** package preserves the goodness.

Kellogg's Toasted Corn Flakes is wholly different from the limp, tough, leathery, carelessly packed flakes so often substituted.

To make this so is my life's business. To find out that it is so, is your business. You are the Court of last appeal. Try—compare any other corn flakes on the market, then buy of your grocer one package of Kellogg's Toasted Corn Flakes in the **WAXTITE** wrapper—you and your family will eat every bit of it.

If this is not the best Corn Flake you ever ate, **your grocer will refund your money.** It costs nothing to find out the truth and it is very much worth your while.

Sincerely yours,

W. K. Kellogg

President,

KELLOGG TOASTED CORN FLAKE CO.

By cutting the Waxtite Wrapper with a sharp knife like this, the cap can be replaced and the flakes kept fresh until all used.

Housekeepers will find the wax paper handy for many purposes.

LOOK FOR THIS SIGNATURE

Insure Your Profits!

Handle only sure selling money-back packet Tea

Can you beat this proposition?

1. **We furnish the capital, for, as a rule, you do not pay us for "SALADA" until it's sold.**
2. **We guarantee you against loss, for we will always take back any "SALADA" for any reason and refund your money.**
3. **We create the demand by persistent newspaper advertising.**

This means that all we ask is shelf-room in your store and your service in transferring the packets to your customers, for which we pay you a fixed sum.

How does this compare with bulk tea with its indefinite returns, deterioration, labor in selling and packing, etc.?

"SALADA" TEA COMPANY
Toronto

BB

Ginger Ale

One of Blackwoods sparkling drinks. We manufacture a full line of temperance drinks, such as·

Maltbru Bond's Export Ale
Cream Soda Bond's Stout
Fruit Syrups, etc.

The full line of Blackwoods Products would be a convenient source of supply for you. Flavoring Extracts, Baking Powders, Sauces, Pickles, Tea, etc.

"Here Since 1857"

Blackwoods, Limited
WINNIPEG - MAN.

THEY STOP THE LEAKS

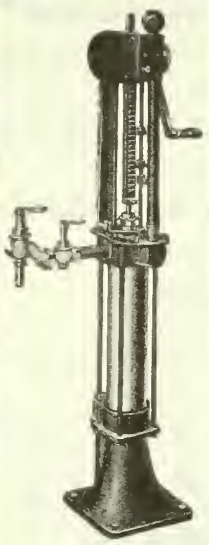
Even the little leaks in business play havoc with profits. Present every day—so easily unnoticed—yet they amount up in the year's total.

LOOK INTO YOUR OIL BUSINESS, Study it—you will find great opportunity for improvement and profit—Cut out all unnecessary labor—offensive oil odors in the store. By installing

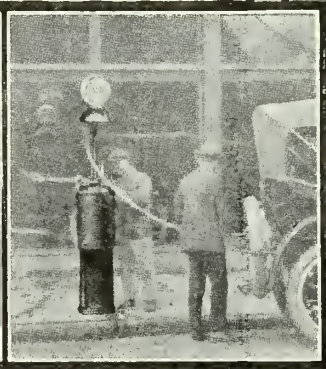
BOWSER ESTABLISHED 1885 **Oil Storage Outfits**

you make oil as easy, clean and pleasant to handle as tea or coffee. The BOWSER is accurate—always ready for use—no costly up-keep—Makes your profits sure. *Write us.*

S. F. BOWSER & COMPANY, Inc.
66-68 FRAZER AVE., TORONTO, ONT.



INDOOR PUMP FOR GASOLINE AND OIL



BOWSER SENTRY GASOLINE PUMP

Recommend Beecham's Pills

because this famous remedy has made good for over sixty years relieving Sick Headache, Constipation, Indigestion, Biliousness, Kidney and Liver Troubles;—it is the largest advertised of any medicine in the world and enjoys the largest sale of any medicine in the world. This all means quick turnover and good profits for you.

The Largest Sale of any Medicine in the World

The satisfied customer is a steady customer, and steady customers mean regular profits. Get the point? Put Beecham's Pills on your push list to-day! **Free Material for your Store!** We will be pleased to send you on request Beecham's Help to Scholars, Oracles, Window Display, Decalcomania, Almanacs and Show Cards.

Harold F. Ritchie & Co., Inc.
Sole Agents
Toronto, Ont. **Canada**

Low Grade Tea Risky Business

T is recognized by leading business men that a satisfied customer is a store's best asset. Another well-recognized fact is that a customer may be lost through one unsatisfactory purchase, notwithstanding the scores of satisfactory ones she has made.

It is well to consider these facts in connection with low-grade teas. **Will they satisfy your customers?**

Deep down in your heart you know they are not likely to. You feel that it is "risky" business persuading customers to buy them.

But why take chances of losing even one customer for the sake of a little larger immediate profit? The loss of one customer will be a greater loss than you can offset by any extra profit you might be able to make on low grade teas.

You know from past experience that Red Rose Tea has satisfied your customers and that you will **make more permanent** profit by recommending it.

Red Rose Tea

"is good tea"

Fiber Glass Display Covers Increase Sales

through better display, and during this period of high cost of dried fruits evaporation must be avoided as well as keeping out dust and dirt, and preventing loss by promiscuous handling.

Fiber Glass is a New Product. It is as tough as canvas, has all the good qualities of glass, but will not chip or break. All Fiber Glass Products have protecting metal frames, finished in blue gray enamel.

Fiber Glass Dried Fruit Covers

This illustration shows standard cover for 25-lb Dried Fruit Box. Same style made 12x18 1-2 for 50-lb. box, 14x22 for Cracker Box Cover.

Canadian Distributors:

Eby-Blain, Ltd., Toronto, Ont.
Johnson & Barbour, London, Ont.
Laporte-Martin, Ltd., Montreal, Que.
Macpherson-Glassco & Co., Hamilton, Ont.

Fiber Glass Cheese Covers

ALL SIZES

Our 16x7 Round Cheese Cover, shown above, illustrates complete line made, 16x7", 14x7", 12x7", 10x5", and 8x4". These 16x7" Fiber Glass Cheese Covers fit over 16" Cheese Cutter, and the weight is only 2 lbs., making it exceptionally easy to handle, as well as having breakage entirely eliminated. Last for years.

FIBER GLASS FOOD COVER CO., Inc.

NORTH ASHLAND AVE., CHICAGO

THE NEW APPETISER

Delicious Flavour **SAVORA**

Delicate Aroma **SAVORA**

This deliciously appetizing preparation is made with Colman's D.S.F. Mustard and is put up in convenient sized jars—2 doz. or 4 doz. to the case.

J. & J. Colman, Ltd. **108 Cannon St., London, Eng.**

The Canadian trade supplied through

MAGOR, SON & COMPANY, LIMITED

191 St. Paul St. West, Montreal **30 Church St., Toronto**

Canadian Agents

Just Figure It For Yourself

Would it not mean much to you to have your product represented upon the Western market by a house of integrity and good repute—a house, too, that will give you real, live, aggressive service every day and all day?

That is our reputation and we live up to it. We want to show you what real Western representation can do for your line. Just ask us to send you all particulars.

Our organization has now an annual buying power of $15,000,000.
Write or wire us your offerings.

The Consolidated Purchasing Co., Ltd.

313-319 Pacific Ave., Winnipeg, Man.

E. Nicholson, Genl. Mgr.

CANADIAN GROCER

Vol. XXXIII. TORONTO, SEPTEMBER 5, 1919 No. 36

Salesmanship the Great Factor

Nelson, B.C., Grocer Favors Inexperienced Clerks Who Can Be Trained in Meth ods of Salesmanship—

"IT is easier to make a good grocer out of a salesman, than to make a good salesman out of a grocer," so states H. Amas of the Ideal Cash Grocery, Nelson.

Mr. Amas believes in salesmanship, and he believes that it can be taught, and that without any technical knowledge of the grocery business. Given some knowledge of grocers the clerk is sometimes inclined to think that he needs no training but should be permitted to amble along in the way he has been accustomed to in other stores. Mr. Amas has his own ideas, however, and is ready to put in a considerable amount of time and energy in training his clerks in these ideas. The knowledge of groceries can be learned at the same time, he contends.

"For this reason," Mr. Amas says, "practically all the staff I now have has been recruited from ones who did not know the grocery business. After I had had some experience of trying to liven up some of the 'old school' grocery clerks into up-to-the-minute merchandising, I adopted the other plan, and it has been most satisfactory in my experience."

Credit a Service, Not a Loan

Mr. Amas has his own ideas regarding a credit business also. He conducts a cash business, but realizes that it may at times operate against the interests of the store. For that reason he sometimes allows credit, so long as his customers have the right viewpoint on such accommodation. A strictly cash business is often a great inconvenience to the customer, and consequently limits the store's business.

"While none of my customers ask for credit because they need it," he says, "a number get a short weekly or fortnightly credit merely as a service, to enable them to use the phone. Up to date I have not had to render a single account. When the customer first makes arrangements to deal with us, I clearly explain to her what we propose to give and what we expect. It is merely a service—a convenience for our customers, not a loan."

The Ideal Cash Grocery advertises daily in the Nelson paper. The general policy of this advertising is to feature one article each time, or any time several articles are mentioned, they have a relation, such as picnic necessities, preserving material, etc. Never a haphazard assortment of articles that suggest a badly planned window.

The Ideal Cash Grocery

AUGUST BULLETIN

CAMPING and PICNICS will be in full swing this month
REMEMBER
The Ideal Grocery
Will Delfver
RIGHT AT YOUR CAMP

A splendid variety of Good Eats suitable for Camp life—

CANNED MEATS
LUNCH TONGUE
In ½ and 1 lb. tins
JELLIED VEAL
In ½, 1 and 2 lb. tins
Cambridge and Vienna Sausage
In ½s and 1s
READY LUNCH BEEF
Place the tin in cold running water or ice box for half an hour before serving. A dainty jellied cooked Beef, tempting and appetizing.
Special, 50c tin
CHICKEN BREASTS
Glass jars, $1.00
CANNED FISH
Herrings in Tomato Sauce
Kippered Herring in Tomato
Kippered Salmon
Pilchards Salmon
All put up in ½ and 1 lb tins
CAMP COFFEE ready instantly
KLIM
BORDEN'S CREAM in Baby and Family size

ROYAL BAKING POWDER
The Ideal Egg Substitute
The Baking Powder you have been looking for. Just in stock

FRUITS
APPLES
Okanagan Transparents and Astrachans, 10c lb.
Local Transparents, 3 lbs. 25c
PEACHES - CANTELOPES
and WATERMELONS
RASPBERRIES
Extra Choice, 2 for 35c
APRICOTS
In on today's Express and extra fine lot of large Moor Parks

The Ideal Cash Grocery
LIMITED
PHONE 265

An effective type of advertisement used by the Ideal Cash Grocery of Nelson, B.C. The original advertisement was one column wide by twelve inches in depth.

Limited Credits Have Proved a Success—Turning a Stock More Than Once a Month

Can't Bludgeon the Dealer

"I remember one incident that happened some time ago that bears out what your investigations prove," said Mr. Amas. "A tea traveller came in here a long time ago and tried to interest me in his brand of tea. I had nothing against his tea and told him so, but said that I felt compelled to refuse any man teas, as I had nearly twenty kinds in stock already. I suppose he reflected his employer's attitude, for he said: 'Mr. Amas, there'll come a time when I'll make you handle our tea.' 'Well,' said Mr. Amas, with a smile, 'there have been times when I could have handled that brand since, but I've a good memory, and I never have—nor have I ever lost a sale on that account. My recommendation means more to my customers than anything they read in the newspaper, bill boards or nailed to a fence.'"

Just at this point, one of the boys assembling an order for delivery, asked: "What salad dressing are we selling?" "_____" said Mr. Amas. Then we've these salad dressings on the shelf—all good brands. When asked about this, Mr. Amas stated: "I sell mostly "_____." I am convinced of its reliability and while I feel that way, I can sell it readily. I could make almost all my sales on any one of them."

When you simmer the grocery business down fine, according to Mr. Amas, it will be found that the one essential factor is turnover. The merchant must be a salesman, for only so can he assure a regular and persistent turnover for his whole stock. Mr. Amas has made a specialty of watching this matter and speeding it up to the limit.

"Last month," he stated, "we turned our stock one and a half times." That is a record that is worthy of consideration by other grocers.

Building a Mail Order Business

New Westminster Grocery Company Issues Four-Page Catalogue of Grocery Lines and Offers to Get Anything Else Customer Desires—Some Ideas on Advertising and Display

IF YOU want the business you have to make a strong bid for it, is the experience of J. Eagles and C. A. Welsh, who have been associated in the grocery business in New Westminster since 1898, and at present operate three stores in New Westminster and vicinity.

This is not merely a theoretical contention, but one that is borne out in their method of business. They go after it not only in the immediate neighborhood, but at long range. With the end of getting all the trade that is to be had in the whole section. They publish regularly a 4-page paper in connection with an extensive mail-order and shipping business, the territory covered being the rich valley of the Fraser River as far north as Chilliwack.

This mail-order has been developed from a small start and while only groceries and food are quoted, the rancher and farmer at any place in the Fraser Valley has found by experience that he can send down his money and his order for almost any commodity he needs, and C. A. Welsh, Ltd., will procure it for him and ship it to him.

They know something of this trade they serve, too, for they have grown up with the district.

Back in the early days, among the first representatives of the Crown that came out to British Columbia were the Royal Engineers, and the sappers and miners in this contingent formed a community on the banks of the Fraser River, which they called at that time "Sapper Town." A little later, as the community flourished and grew larger it was called "Queen's Borough." Later on Queen Victoria was invited to name this crown colony, and she bestowed on the village its present name of "New Westminster." In the early days a large mint was operated in New Westminster, when the gold flowing out of the newly-discovered Cariboo gold fields was converted into currency. Now the old-timers would hardly recognize the city that they then knew, owing to the fact that the whole business section of the city was destroyed by fire. Of course the memories of the members of the firm do not go back that far, but even in the recollection of Mr. J. Eagles, secretary of C. A. Welsh, Ltd., the city of New Westminster was really the centre of civilization for British Columbia, of which it was at one time the capital.

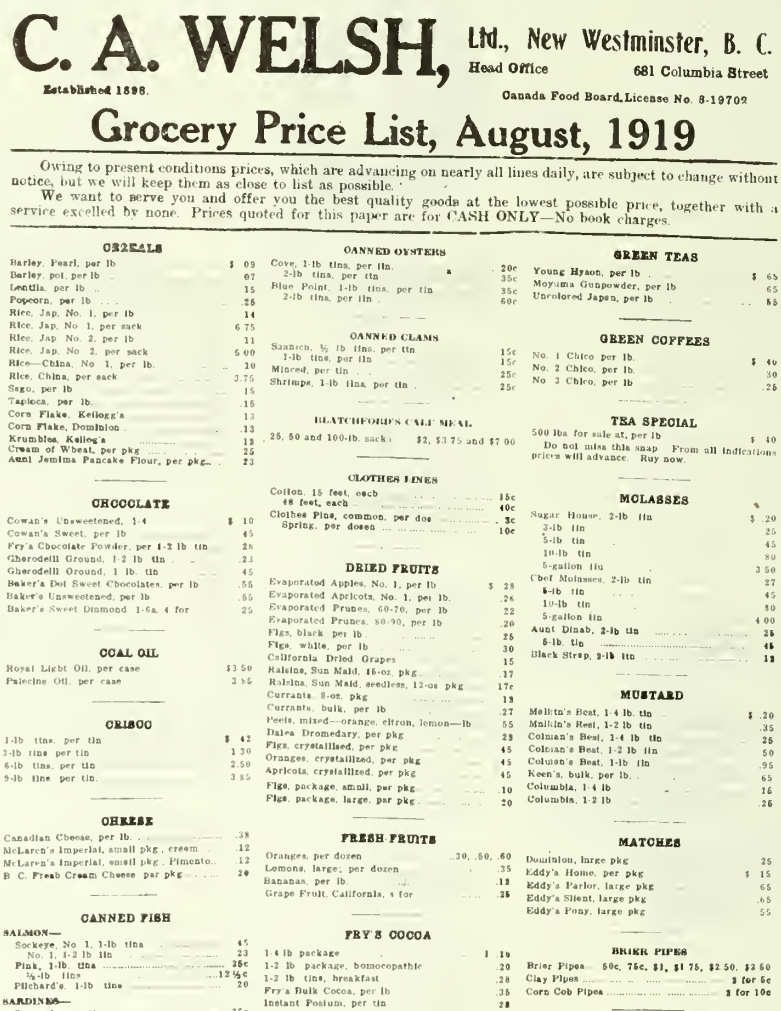
Not only have the firm developed a very satisfactory mail-order business, but they have not neglected the regular city trade. They put the same progressive methods behind their city selling that they do in cultivating outside trade.

They believe in advertising of course, and they advertise liberally, and one of the things they have found it of advantage to advertise is the delivery service of the store.

Feature Delivery in Advertising

"Just now," said Mr. Eagles, "while other people are featuring the cash and carry business with no delivery, we have found it an opportune moment to feature our delivery system, which we are doing every day in the daily paper. We have four deliveries a day, at 9, 10.30, 1.30 and 4.30, but I guess we have built up our biggest business on our prompt 10.30 delivery, because, while a housewife may not say much when she gets her dinner order on time, she is likely to say a whole lot if she does not, and we have built up a reputation for promptness in this regard that is steadily increasing our turnover.

"Another thing that we have featured is the use of our windows for displaying commodities that we wish to move in bulk. For instance, although Christmas is usually understood to be the time when nuts can be sold readily, we have for many years brought in and sold from half a ton to one ton of Brazil and other nuts as early as June and July each year, when they were fresh and in season; sold the mat a good profit by simply filling our windows with them and pricing them. That is one thing that we invariably do, that is put a price on our goods. In our estimation it is useless to expect your shelves or show-cases and your windows to sell for you if they only have half the information necessary to make a sale. Also the fact that you have your price prominently displayed instantly kills the possibility of a customer imagining that you have more than one price, as well as giving the clerk something definite to work on at top speed.



C. A. WELSH, Ltd., New Westminster, B. C.
Established 1898. Head Office 681 Columbia Street
Canada Food Board License No. 8-19702

Grocery Price List, August, 1919

Owing to present conditions prices, which are advancing on nearly all lines daily, are subject to change without notice, but we will keep them as close to list as possible.

We want to serve you and offer you the best quality goods at the lowest possible price, together with a service excelled by none. Prices quoted for this paper are for CASH ONLY—No book charges.

CEREALS
Barley, Pearl, per lb $ 09
Barley, pot, per lb 07
Lentils, per lb 15
Popcorn, per lb 25
Rice, Jap, No. 1, per lb 14
Rice, Jap, No. 1, per sack 6 75
Rice, Jap, No. 2, per lb 11
Rice, Jap, No. 2, per sack 5 00
Rice—China, No. 1, per lb 10
Rice, China, per sack 3 75
Sago, per lb 15
Tapioca, per lb 15
Corn Flake, Kellogg's 13
Corn Flake, Dominion 13
Krumbles, Kellog's 13
Cream of Wheat, per pkg 25
Aunt Jemima Pancake Flour, per pkg 23

CHOCOLATE
Cowan's Unsweetened, 1-4 $ 10
Cowan's Sweet, per lb 45
Fry's Chocolate Powder, per 1-2 lb tin 28
Gherodelli Ground, 1-2 lb tin 23
Gherodelli Ground, 1 lb. tin 45
Baker's Del Sweet Chocolates, per lb 55
Baker's Unsweetened, per lb 55
Baker's Sweet Dimmond 1-6s, 4 for 25

COAL OIL
Royal Light Oil, per case $3 50
Paleine Oil, per case 3 85

CRISCO
1-lb tins, per tin $ 42
3-lb tins per tin 1 20
6-lb tins, per tin 2 50
9-lb tins per tin 3 85

CHEESE
Canadian Cheese, per lb 38
McLaren's Imperial, small pkg., cream 12
McLaren's Imperial, small pkg., Pimento 12
B. C. Fresh Cream Cheese per pkg 20

CANNED FISH
SALMON—
Sockeye, No. 1, 1-lb tins 45
No. 1, 1-2 lb tin 23
Pink, 1-lb tins 25c
½-lb tins 12½c
Pilchard's, 1-lb tins 20
SARDINES—
Concord, per tin 35c
Salome, per tin 25c
Norwegian, per tin 20c
Jutland per tin 12½c
Brunswick, per tin 10c
HERRINGS—
Fresh Channel Brand, 1 lb 15c
Fresh Peterson Brand, 1 lb 20c
Fresh Columbia Brand, ½ lb 10c
Herring in tomato sauce 25c

CANNED OYSTERS
Cove, 1-lb tins, per tin 20c
2-lb tins, per tin 35c
Blue Point, 1-lb tins, per tin 35c
2-lb tins, per tin 60c

CANNED CLAMS
Sannich, ½ lb tins, per tin 15c
1-lb tins, per tin 15c
Minced, per tin 25c
Shrimps, 1-lb tins, per tin 25c

BEATCHFORD'S CALF MEAL
25, 50 and 100-lb. sacks $2, $3.75 and $7.00

CLOTHES LINES
Cotton, 15 feet, each 15c
48 feet, each 40c
Clothes Pins, common, per doz 3c
Spring, per dozen 10c

DRIED FRUITS
Evaporated Apples, No. 1, per lb $ 28
Evaporated Apricots, No. 1, per lb. 28
Evaporated Prunes, 60-70, per lb 22
Evaporated Prunes, 80-90, per lb 20
Figs, black per lb 25
Figs, white, per lb 30
California Dried Grapes 15
Raisins, Sun Maid, 15-oz. pkg. 17
Raisins, Sun Maid, seedless, 12-oz pkg 17c
Currants, 8-oz. pkg 13
Currants, bulk, per lb 27
Peels, mixed—orange, citron, lemon—lb 55
Dates Dromedary, per pkg 23
Figs, crystallised, per pkg 45
Oranges, crystallized, per pkg 45
Apricots, crystallized, per pkg 45
Figs, package, small, per pkg 10
Figs, package, large, per pkg 20

FRESH FRUITS
Oranges, per dozen 30, 50, 60
Lemons, large; per dozen 35
Bananas, per lb 13
Grape Fruit, California, 4 for 25

FRY'S COCOA
1-4 lb package 1 lb
1-2 lb package, homocopathic 20
1-2 lb tins, breakfast 28
Fry's Bulk Cocoa, per lb 35
Instant Postum, per tin 28
Instant Drinkwell, per tin 25
Cocoa, Lipton's per tin 1-5 09
Cocoa, Cowan's, 1-2 tin 25

We do not guarantee the prices quoted in our lists for any length of time. Prices on all food stuffs are very unsettled and prices are changing continually.

GREEN TEAS
Young Hyson, per lb $ 65
Moyuma Gunpowder, per lb 65
Uncolored Japan, per lb 55

GREEN COFFEES
No. 1 Chico per lb.
No. 2 Chico, per lb. $ 40
No. 3 Chico, per lb 30
25

TEA SPECIAL
500 lbs for sale at, per lb $ 40
Do not miss this snap From all indications prices will advance. Buy now.

MOLASSES
Sugar House, 2-lb tin $ 20
5-lb tin 25
10-lb tin 45
5-gallon tin 80
Chef Molasses, 2-lb tin 3 50
5-lb tin 27
10-lb tin 45
5-gallon tin 80
Aunt Dinah, 2-lb tin 4 00
5-lb tin 25
Black Strap, 3-lb tin 45
13

MUSTARD
Mellin's Best, 1-4 lb. tin $ 20
Mellin's Best, 1-2 lb tin 35
Colman's Best, 1-4 lb tin 25
Colman's Best, 1-2 lb tin 50
Colman's Best, 1-lb tin 95
Keen's, bulk, per lb. 65
Columbia, 1-4 lb 15
Columbia, 1-2 lb 25

MATCHES
Dominion, large pkg 25
Eddy's Home, per pkg $ 15
Eddy's Parlor, large pkg 65
Eddy's Silent, large pkg 55
Eddy's Pony, large pkg 55

BRIER PIPES
Brier Pipes 50c, 75c, $1, $1 75, $2 50, $3 50
Clay Pipes 3 for 5c
Corn Cob Pipes 3 for 10c

CANNED VEGETABLES
Tomatoes, 2½s, 20c, per case of 2 dozen $4 00
Peas, Vanloria, 2s 15
Peas, Quaker, 2s 17
String Beans, 2s 20
Corn, No. 1 Quaker, 2s 22½c
Asperagus, El Rio, 2s 22

We Prepay Freight Within a Radius of Sixty Miles on All Grocery Orders of $10 and up—Not Including Flour, Sugar and Feed

This is a specimen page of the four-page catalogue sent out by C. A. Welsh, Ltd., New Westminster, B.C.

An interesting interior view that gives a fine view of the attractive arrangement of the store.

"We have found it profitable to put in small crockery such as tea-pots, mixing bowls, etc., in connection with the grocery business. We simply display these on a display table with the prices on them and change the table every week or so."

Mr. Welsh is president of the Royal Agricultural and Industrial Society of British Columbia, and also president of the famous New Westminster lacrosse team, to whose prowess must go the credit for the fact that in Mr. Welsh's office there is displayed the much-coveted 'Minto Cup'."

OKANAGAN VALLEY SHOULD BE SEAT OF DRIED FRUIT INDUSTRY

F. Cooper, a Vernon, B.C., grocer, claims that even in very recent years a large wastage in all kinds of fruit occurs in the Okanagan Valley during the "peak" in the harvesting season. Mr. Cooper claims that prunes are grown in British Columbia that are the equal of anything shipped up from California, and looks forward to the day when some enterprising company will build an evaporating plant in the valley and serve the Canadian public with B. C. dried peaches, apricots, prunes, etc., as well as saving for use the quantities of fruit lost each year.

SOYA BEAN PRODUCT FACTORY FOR HAMILTON, ONT.

The Soy Products, Limited, a company incorporated under provincial charter, has been formed and will manufacture from the soya bean the following products: Casein, soya bean oil, a milk substitute, a chocolate substitute, cereals, and stock food. The mill will be located in Hamilton.

Apricots and Peaches Much Higher

Advances Have Taken Place on Apricots, Peaches and Prunes Over Opening Figures—First Car of Apricots Expected Shortly

IT is expected that dried apricots will be available on this market around the middle of the month, according to advices received by Stainbury Bros., the Canadian representatives of the California Prune and Apricot Association. There is a 100 per cent. delivery on apricots, but the prices are very much higher than last year, in some instances the opening price being almost double, and with increases that have taken place since the opening figures were announced by the association, present quotations on some lines are double last year's corresponding prices. The canners have bought very heavily of the crop of apricots, and there is also a very extensive European trade this year. The 7½ per cent. war tax is off, of course, but its removal is of small account, in the light of the sharp advance. Since the opening prices were set, standards have been advanced eight cents per pound, and all other varieties four cents. The opening prices, f.o.b. California, compared with last year's, are as follows:

	1919	1918
Standards	0 19	0 10¾
Choice	0 25	0 14¼
Extra choice	0 26	0 15¾
Fancy	0 27	0 17¼
Extra fancy	0 29	0 18¾
Fancy Moore Parks	0 29	0 18¾
Extra fancy Moore Parks	0 32	0 20¼
Slabs	0 21	0 12¼

Wholesalers only, who booked orders at the opening prices will receive apricots at those figures, all other business being at the advanced quotations. The first car of apricots shipped was for the Canadian market, and is due to arrive at an early date.

California prunes have already advanced two cents per pound above the opening quotations of a few weeks ago. The first car for the Canadian trade will not arrive until about October the first.

California dried peaches will only be one-third delivery. An increase of three cents per pound is now announced above the opening figures. Standard yellows are now worth 17¾ cents, and Muirs 18 cents. Choice yellows are 18¼ cents and choice Muirs 18½ cents. Fancy Yellows are 19½ cents, and fancy Muirs 20½ cents. These quotations are on the basis, f.o.b. California.

PROSPECTS CALIFORNIA OLIVES NOT SO GOOD

According to reports from Los Angeles, prospects for next winter's harvest of olives in California are not so good as they were earlier. Not long ago it looked like the yield would be 150 per cent. of normal, but later developments have shortened production, though Southern California will still have a much larger crop than last year.

An interesting display of the products of the famous Keloma Valley, B.C.

OKANAGAN VALLEY, B.C., A PROFITABLE PARADISE

Fine Fruit and Canning Industry is Rapidly Bringing This Beautiful Region to the Front

Vancouver, B.C. (Special).—In writing about the Kelowna district, Charlotte Gordon comments on the prosperity of the Okanagan Valley generally by saying: "The spirit of optimism will be readily understood when it is known that the value of the output for the city and the adjacent districts is estimated for this year at $1,750,000.

"It is expected that by this fall a branch of the Canadian National Railway, to be known as the Kamloops-Kelowna Railway, will have reached the city.

"Some idea of the prosperity in the valley may be gained from consideration of one of the ranchers who has a forty-acre orchard of apples seven years old. The fruit inspectors have estimated his crop at 27,300 boxes, and the whole crop has been sold for $35,000. There is also the experience of a stenographer in Kelowna, who purchased an acre of bearing orchard, Red Mackintosh apples, in the spring for $2,000. The crop has been sold for $1,000, half of the purchase price of the lot.

Canneries Busy

"The canneries are also busy. The two canneries in Kelowna are under the same management, and the capacity of each has been doubled this year. One plant specializes in the canning of tomatoes, and in season 300 workers are employed as well as the regular staff of fifty. The women workers do the peeling and average $3.40 per day, while experts make as high as $7 per day. The cannery has a capacity of 70,000 cans a day, and expect to handle 200,000 cases. The crop this year does not promise as heavy a yield per acre as usual, but there is a much larger acreage.

"The second cannery specializes in fruits and vegetables. It has a capacity of 60,000 cans a day, and purchases an average of five tons of fruit and vegetables daily.

"There are six packing houses, with numerous branches in the adjacent districts. The manager of one packing house stated that his firm would handle about 120,000 cases, which would mean $250,000 to the growers."

A CANADIAN GROCER representative recently called on the retailers through the Okanagan and Kootenay districts, and found that on the whole business conditions, as reflected through the grocery trade, were the very best.

OKANAGAN FRUIT PROSPECTS BRIGHT WITH HIGH PRICES

Chief Dominion Fruit Inspector R. G. L. Clarke, returned over the week-end from a ten days' trip investigating crop conditions in the Okanagan, and says that earlier predictions as to the year's production will be well maintained. The fruit is moving out well and in good condition. In the northern section there has been some uneasiness owing to lack of rain, but on the whole the Okanagan was in a very healthy condition.

Tomatoes are just starting to come in, the first of a very heavy crop. Growers are being paid from $16 to $20 per acre by the canneries. The price in Vancouver would be about the same, he thought, as last year. Apples would be at least as high as a year ago, and probably higher on this market.

Mr. Clarke said that in his opinion there would be no cheap apricots from the Okanagan district sold in Vancouver. From $2 to $2.25 per crate, he thought, would be a fair average. The growers were being paid 7c per pound, to which must be added 35c for the crate, and 6c to 8c for packing and transportation costs.

BRITISH APPLE PRICE LIMIT

The weekly market review issued by the Department of Agriculture at Washington contains the following:

"Apple price limit in British markets is reported to be the same as last year, or about $16.25 per barrel. Commercial crop apples, July official estimate, 24,454,000 barrels, a decrease of 3 per cent. compared with last year. New York, the leading barrel state, promised not over one-third of last year, but losses in the barrel section are nearly offset by gains in box apple section."

Owes Business to Advertising

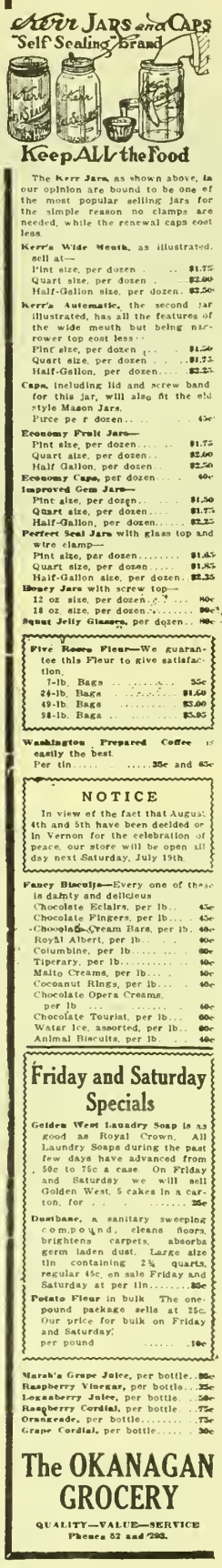
W. A. McBride, of Okanagan Grocery, Vernon, B.C., Strong Advocate of Newspaper Advertising

A Good Way of Introducing New Goods — Keeping a Store Pleasant in Summer.

VERNON, B.C.—Special—"Does it pay the average grocer to advertise in his town paper?" is a question that is often given much thought by the retailer in groceries. W. A. McBride, of the Okanagan Grocery, Vernon, B.C., advertises weekly in the local newspaper, and has found to his own gratification that it does pay, and pays in returns well worth the while. Direct results, in many instances, Mr. McBride states, have come as a result of his weekly insertion in the Vernon newspaper. He is convinced that the thrifty housewife does read the newspaper advertisements and seeks to profit by them. The Vernon newspaper is only a weekly, but the people of the town subscribe to it, almost to the extent of one to every household, and its clientele of readers pretty well covers the town and surrounding districts.

Brings New Business

"That weekly insertion brings me a great deal of new business," Mr. McBride told CANADIAN GROCER. "I would not discontinue the newspaper advertising for anything," he added, "because I think it well worth while." On numerous occasions Mr. McBride has had ample proof that to this advertisement he owes a good portion of trade. In this regard one particular instance stands out clearly in his mind. One week the Okanagan Grocery advertised a shipment of sweet potatoes for sale on the following Saturday. They were due to arrive from the coast, but did not get to Vernon in time for the Saturday announced. The number of 'phone calls for sweet potatoes was tremendous, and impressed more than anything else, on the mind of Mr. McBride, the value of advertising. The explanations that Mr. McBride had to make to disappointed customers were more than enough to convince him that he was making no mistake in utilizing to the best possible advantage the advertising columns of the Vernon weekly.



Fruit Jars

If you are likely to require more Fruit Jars this season now is a good time to buy because stocks are complete in all the popular selling Jars

Kerr Jars and Caps "Self Sealing" brand

Keep All the Food

The Kerr Jars as shown above, in our opinion are bound to be one of the most popular selling jars for the simple reason no clamps are needed, while the renewal caps cost less.

Kerr's Wide Mouth, as illustrated, sell at—
Pint size, per dozen ... $1.75
Quart size, per dozen ... $2.00
Half-Gallon size, per dozen ... $3.50

Kerr's Automatic, the second jar illustrated, has all the features of the wide mouth but being narrower top cost less:
Pint size, per dozen ... $1.50
Quart size, per dozen ... $1.75
Half-Gallon, per dozen ... $2.25

Caps, including lid and screw band for this jar, will also fit the old style Mason Jars.
Price per dozen ... 45c

Economy Fruit Jars—
Pint size, per dozen ... $1.75
Quart size, per dozen ... $2.00
Half Gallon, per dozen ... $2.50
Economy Caps, per dozen ... 40c

Improved Gem Jars—
Pint size, per dozen ... $1.50
Quart size, per dozen ... $1.75
Half-Gallon, per dozen ... $2.25

Perfect Seal Jars with glass top and wire clamp—
Pint size, per dozen ... $1.85
Quart size, per dozen ... $1.85
Half-Gallon size, per dozen ... $2.35

Honey Jars with screw top—
12 oz. size, per dozen ... 80c
16 oz. size, per dozen ... 90c

Squat Jelly Glasses, per dozen ... 40c

Five Roses Flour—We guarantee this Flour to give satisfaction.
7-lb. Bags ... 35c
24-lb. Bags ... $1.60
49-lb. Bags ... $3.00
98-lb. Bags ... $5.95

Washington Prepared Coffee is easily the best.
Per tin ... 35c and 65c

NOTICE

In view of the fact that August 4th and 5th have been decided on in Vernon for the celebration of peace, our store will be open all day next Saturday, July 19th.

Fancy Biscuits—Every one of these is dainty and delicious
Chocolate Eclairs, per lb. ... 45c
Chocolate Fingers, per lb. ... 45c
Chocolate Cream Bars, per lb. ... 40c
Royal Albert, per lb. ... 40c
Columbine, per lb. ... 60c
Tiperary, per lb. ... 40c
Malto Creams, per lb. ... 40c
Cocoanut Rings, per lb. ... 40c
Chocolate Opera Creams, per lb ... 40c
Chocolate Tourist, per lb. ... 60c
Water Ice, assorted, per lb. ... 60c
Animal Biscuits, per lb. ... 40c

Friday and Saturday Specials

Golden West Laundry Soap is as good as Royal Crown. All Laundry Soaps during the past few days have advanced from 50c to 75c a case. On Friday and Saturday we will sell Golden West, 5 cakes in a carton, for ... 25c

Dustbane, a sanitary sweeping compound, cleans floors, brightens carpets, absorbs germ laden dust. Large size tin containing 2¾ quarts, regular 45c, on sale Friday and Saturday at per tin ... 35c

Potato Flour in bulk. The one-pound package sells at 25c. Our price for bulk on Friday and Saturday, per pound ... 10c

Marsh's Grape Juice, per bottle ... 35c
Raspberry Vinegar, per bottle ... 35c
Loganberry Juice, per bottle ... 50c
Raspberry Cordial, per bottle ... 75c
Orangeade, per bottle ... 75c
Grape Cordial, per bottle ... 30c

The OKANAGAN GROCERY

QUALITY—VALUE—SERVICE
Phones 52 and 283.

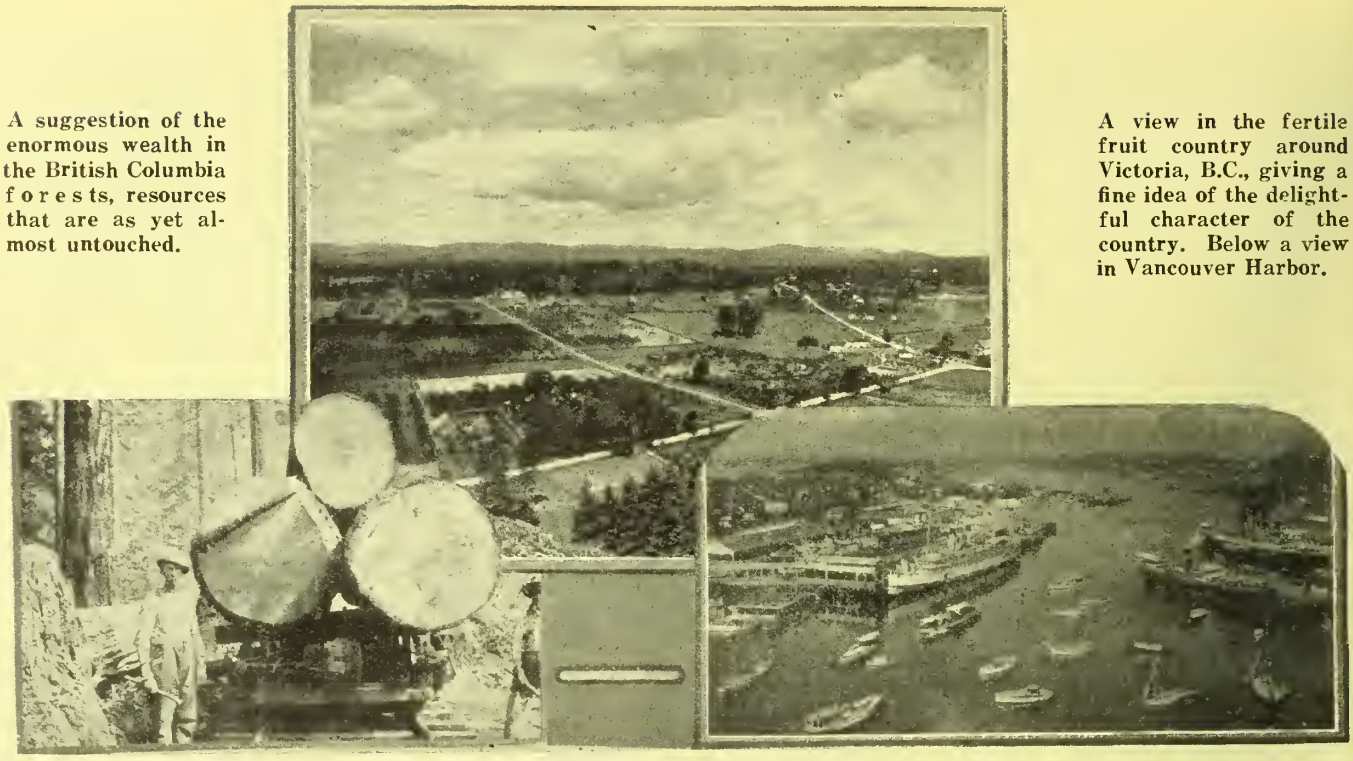
Aids in Introducing New Lines

Mr. McBride believes also that every retail grocer, desirous of developing his trade, should as much as he really can afford, use his town paper for bringing before his buying public what he has to sell. Advertising in the grocery business is particularly valuable in introducing new lines, or letting the people know of fresh stocks of fruits and vegetables, imported or otherwise. Mr. McBride changes his advertising copy weekly, making every effect to keep it seasonable.

Keeping the Store Comfortable in Summer

An admirable feature of the Okanagan store is the smart, clean appearance of the whole place. Every modern contrivance for the promotion of the very best service possible is there. In the summer season when it is very hot in the Okanagan Valley, the store is kept delightfully cool with large electric fans, and by the same method is kept clear of flies. All the windows are enclosed in netting also, as the housewife is very quick to make remarks about fly infested places. The entire store is one to attract attention, and continuous care and vigilance is necessary to keep it spic and span. "Business is splendid," remarked Mr. McBride, and with eight clerks serving as fast as they could go, one could not help but feel there was something in the statement.

A suggestion of the enormous wealth in the British Columbia forests, resources that are as yet almost untouched.



A view in the fertile fruit country around Victoria, B.C., giving a fine idea of the delightful character of the country. Below a view in Vancouver Harbor.

The Passing of a Great Industry

Canada Protected Her Salmon, Americans Caught Them—Reckless Taking of Salmon at the Mouth of the Fraser Has Destroyed the Great Fraser River Industry

WHETHER touched with the rosy tints of the setting sun, or dimly seen through the mist of early dawn, the fishing fleet, as it lay at the mouth of the Fraser in days gone by, was a picture which once seen could never be forgotten. It used to be one of the best sights for the tourist to go to Steveston, or some of the other canneries along the lower Fraser and see the "Silver Hoards" shovelled into wiggling, slithering piles on the cannery floors, from the hundreds of small boats that tended the nets; then see the crews seize each slippery sockeye and in the twinkling of an eye have it prepared for the cans, or later still, see the "iron chink" do the trick in a fraction of the time. In later years the tourists have been disappointed—the year had been a lean one, or the catch had been made elsewhere—but in every case the canner has been optimistic and has promised that "the big runs will come again—there was a big run three years ago," etc., and "they run big every five years," and so on—and they have hoped on. Now come the doleful tidings from no less an authority than the Hon. Wm. Sloan, British Columbia Minister of Fisheries, that "The Fraser River has been fished out."

"Once the greatest producing river in the world," says Mr. Sloan, "the Fraser river is now barren because the American authorities and interests have been, and are, too utterly blind and selfish to take preventive action."

In a damning indictment of the short-sighted policy pursued by the American legislators, Mr. Sloan insists that while Canada was enacting legislation designed to protect the salmon on their way to spawning grounds, which lie well up the Fraser River, Washington State and Federal officials turned deaf ears to the urgings from Canada that some measure of protection should be enacted.

"The result has been," says Mr. Sloan, "that the salmon never reached the Fraser, for traps and seines took them in American waters. Detailed reports which I have from every fishing section of the province show conclusively that the sockeye season is about over. The pack of sockeye in Fraser River canneries last year was only 19,600 cases and the American canners' pack 50,700. This year the Fraser pack, with only a few canneries operating, will not exceed 7,000 cases, with Washington about 20,000, if it reaches that amount. Not a single cannery on the Fraser has a pack of 1,000 cases, and the season is about over. The sockeye that ran to the Fraser this year were hatched in 1915. The catch that year totalled 155,700 cases, of which 91,200 were taken by our canneries and 64,500 by the Puget Sound plants. A more forceful illustration of the depletion of the sockeye run to the Fraser could not be given.

Warnings Ignored

"Year after year," says Mr. Sloan, "the reports of my department have given warning that too many sockeye were being taken from the Fraser runs, that the spawning beds of the Fraser were barren of parent fish, that too many fish were being caught. Our warnings were heeded by Ottawa and ignored by the State of Washington. The Dominion took action to afford the fish greater measures of protection, but the United States and the State of Washington authorities could not be induced to meet the situation, and afford the fish that pass through their waters to reach the Fraser to spawn, any adequate measures of protection.

"At the last session of the Legislature of the State of Washington, this past winter, American state and fishery authorities recommended legislation to meet conditions on the Fraser, and even though their recommendations were totally inadequate, in my opinion, the Legislature of the State of Washington took no action.

Hands Are Tied

"Canada's hands are tied. The depletion of the Fraser is an economic crime, and the responsibility lies with the State of Washington. Reports made by my assistants show that the Fraser River basin is as well suited as formerly for the production of great runs of salmon, and that the spawning beds have not been lessened or injured in any way."

Where Victoria, B.C., Stands Supreme

The Home of the Largest Telescope in the World. The Gateway for a Nation's Shipping Lies at Her Feet

By N. deB. LUGRIN, Victoria, B.C.

LIKE a great silver bubble the dome of the Victoria Observatory gleams above the clustered trees of Little Saanich Mountain. One can see it from nearly any part of the city of Victoria, and its presence there proclaims several facts which make Victoria unique among cities.

It was only after two years diligent travel over every part of the Dominion that scientific men decided that Victoria should be the home of the largest telescope in the world. The climatic conditions of the south end of Vancouver Island are superior to those of any place on the North American Continent, and this is especially noticeable, atmospherically, for the lack of extremes in temperature means a delightful equability, a freedom from fog, and very fine "seeing" qualities.

But, while from the great telescope itself one obtains a view at night that brings the heavens from fifty to one thousand miles nearer the sight; in the day time from the summit of Little Saanich Mountain one looks down over a panorama of earthly loveliness which is unsurpassed. There are miles and miles of farm land and fruit lands, with the wheat, the oats and the corn, the ranks of cherry and apple trees, the long rows of plants in the berry fields, all making a picture of impressionist color—great splashes of gold and bronze and red, and a dozen shades of green—while beyond the fertile land there is the silver of the curving beaches, and the line of white that marks the fringe of the tide. Beyond again spreads the dazzling blue of the sea and, still beyond, the Olympic Mountains show their soft purple foothills, and thrust their snow-peaks into the sky itself.

Then, where the mountains end on the mainland, and the hills of Vancouver Island rise out of the sea, is the entrance to the Strait of Juan de Fuca, the Gateway to the Orient, through which the ships pass in a steady, stately procession, fore-runners of the mighty fleets in building which are to carry the commerce of the world on the greatest of the world's oceans.

And Victoria is the first and last port of call for all ships passing in and out of the Straits of Juan de Juca. The largest drydock in the world is in process of construction at Esquimalt, two miles from Victoria, which is Great Britain's naval base on the Pacific.

From the above facts it will readly be seen that the future of Victoria as one of the world's most important commercial ports, is well assured.

CO-OPERATIVE STORE OPENS IN VICTORIA, B.C.

Vancouver, B.C. (Special).—A company is now operating a grocery store in Victoria under the title of "The Farmers' Co-operative Association, Inc.," the store being situated at 1417 Broad Street, Victoria. The manager, however, assured a representative of CANADIAN GROCER that while the general public were served, the idea primarily was to operate as a service to their members, and a general trade was neither looked for nor desired. We understand the main purposes of the association are the distribution of farmers' products and the purchasing of their supplies. The shareholders, it is suggested, will receive profits from the concern in proportion, not to the amount of shares held, but to the amount of goods purchased.

NOTHING THAT SAVORS OF O.B.U. FOR VANCOUVER RETAIL CLERKS

President A. P. Glen, Retail Clerks' International Protective Association, informs "The Province" that his organization has decided to retain its affiliation with the international and has voted to withdraw its delegates from the Trades and Labor Council.

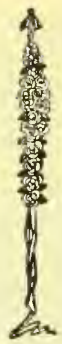
The organization also went on record as favoring a minimum wage for men of $25 per week and intend to petition the Government to introduce legislation dealing with this question.

Interior of the Morrow & Deane store, Vancouver, B.C.

THE SOUL OF ADVERTISING

There have been myriads of explanations of advertising, varying all the way from Webster's concise statement "to make known by public notice" to ponderous tomes dealing with all phases of the subject. There have been probably as many explanations, and as many arguments as to what constitutes good advertising.

There is in advertising enough scope to justify a wide variety of opinion on this point. It is doubtful, however, if anyone has come closer to the heart of the matter than the terse phrase credited to Bert Moses, an expert on the subject. Have something to say—say it—and stop. It would be possible to decorate that statement with a considerable number of extra words, but it would be impossible thereby to add one iota to the force and truth of the idea.



Putting System Into

The Respective Merits of the Newspaper and the Dodger — Is it Always Possible to Decide What is Waste Advertising? — The Wider Field and its Advantages

IF your store happens to be a little to one side of the centre of the town, even the most optimistic person can hardly expect that more than half the inhabitants will pass it by. And if the storekeeper has a pessimistic strain in him, he may torture himself by thinking of the hundreds of people who use other streets or who walk on the other side of the street because his side is sunny, or who escape the lure of his windows with an umbrella, because it is raining. A cheerless nature could think up a plentiful supply of other difficulties, but let these suffice.

Now, it may be that J. L. Wyckoff did not arrive at his conclusions by any such pessimistic reasoning as the above, but certain it is that he adopted his method of going after business, because he fully realized that though he dressed attractive windows, and kept a bright and pleasing store, the bulk of the people would never know about it unless he told them. Therefore, being a good merchant, he set out to do just that.

The Newspaper or the Dodger

There are two accepted methods of advertising with the printed word, and each method has its disciples, who are willing to champion it to any lengths. There is the advertising by dodgers, and the direct newspaper appeal. Mr. Wyckoff has tried both methods and has satisfied himself that, in his experience, at least the latter method is the best. This isn't any haphazard decision either, but one based on very close figuring of costs and results.

Some time ago, for instance, he adopted the policy of sending out dodgers advertising the goods he wished to sell. He sent out 1,500, distributing them as best he could to cover the territory that his store was most likely to influence. They achieved some results, unquestionably, but it was results drawn from a fairly circumscribed area, and brought in comparatively little new business. His old customers showed some slight interest in the hand-bills in some instances. But they did not bring new people to the store.

Making Up for Lost Trade Opportunities

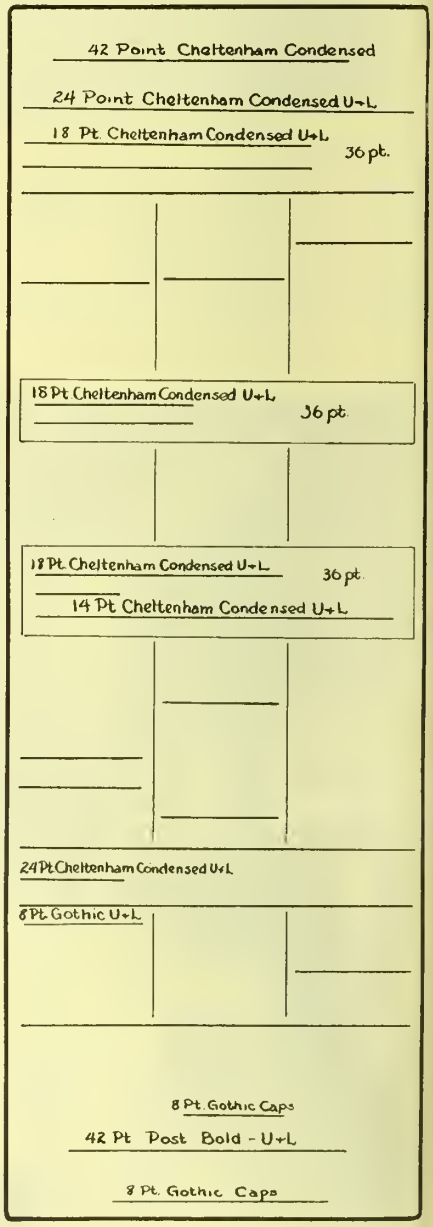
Mr. Wyckoff, during the course of the war, had built up a sale in boxes for the trenches that had developed Into a very large item of business that drew from a larger area than would naturally be served by his store. It meant a big item of trade, and a considerable profit, and when peace was signed the business simply petered out. There were customers who had been introduced to the store by its service in handling this business, who were at least potential customers, but lacking the incentive to visit the store the natural tendency was to deal with stores nearer at hand. Mr. Wyckoff realized this, and realized that something must be done toward meeting this condition. It was this fact that led him to give some real thought to the question of dodgers.

60,000 Circu'ation or 1,500

He figured that with 1,500 dodgers, and the natural wastage of such methods of advertising, that he could only hope to cover a section of the city, more or less, immediately adjoining his store, to go farther afield would mean either a too great dilution of his efforts, or a wholly unwarranted expense. Then it was that he began considering the newspapers. He had used one newspaper in the past more or less irregularly, but he figured that by discontinuing the use of dodgers and concentrating on a regular newspaper campaign he could use both papers once a week, with larger space, without any extra cost, and instead of reaching 1,500 people, he would be able to reach 60,000. Granting that there was a good deal of overlapping circulation, and waste from one cause and another, it looked to be a better way of investing the money. If it did nothing else, it would serve to keep his name before the people who had occasionally visited his store to get boxes for the trenches. It was possible to keep in touch with these people in this way, where under no other system would it have been possible. It is very difficult at any time to check up the effects of such a campaign and to gauge the results obtained. But when under such system, business begins to go ahead in a most surprisingly satisfactory manner, there can be little doubt that the advertising is proving effective.

No Limits to the Selling Field

Now there are a lot of people who favor dodger advertising, as opposed to newspaper, because of the waste circulation they find in the latter method. They urge, that with the dodger you can reach the very people you want to reach, whereas with newspaper advertising, you are largely shooting over your field. This idea was suggested to Mr. Wyckoff and he admitted that he had harbored


42 Point Cheltenham Condensed
24 Point Cheltenham Condensed U+L
18 Pt. Cheltenham Condensed U+L
36 pt.
18 Pt Cheltenham Condensed U+L
36 pt
18 Pt Cheltenham Condensed U+L
36 pt
14 Pt Cheltenham Condensed U+L
24 Pt Cheltenham Condensed U+L
8 Pt Gothic U+L
8 Pt Gothic Caps
42 Pt Post Bold - U+L
8 Pt. Gothic Caps

The layout of the "Once a Month Sale" ad. as it went to the printers.

Store Advertising

Systematizing the Store's Advertising—What to Advertise, Avoiding Haphazard Methods —Getting Results From the Printers By Definite Layout of Advertising Copy

some such idea himself some time ago, but had pretty well disabused himself of that impression. An instance or so of results from localities that were apparently far beyond the reach of his store, convinced him, that it was somewhat difficult to say just where the effectiveness of a store's advertising began and ended. One day, for instance, he received an order from a small place some distance from London. "I do not know whether you do outside business," stated the writer, "but I noticed your advertisement, and the prices interested me, and I am enclosing a money order to cover the accompanying list of goods wanted." With the growing persistence of this advertising, these letters have become common occurrences, and the business derived from this source produces a nice little revenue. Yet this is a source of business that very few merchants would consider within the scope of their store.

On another occasion a large manufacturer in Quebec wrote him: "Our man, on your territory," he stated, "does not call on the retail trade, but I have been reading your advertisements, and judge from them, that you must be able to do a good business. We would be glad to supply you direct if you so wish, and at a favorable price." The product of this company was immediately stocked, and at a far more advantageous rate than would have been possible had it been purchased in any other way. Several times has it been possible, through the influence of the stores advertising, to get goods on a very satisfactory basis.

Using Grey in Advertising

While the store's advertising has proved more than satisfactory, it is to be remembered that it is not haphazard advertising. It has obtained results, because a very liberal amount of grey matter has been used in making it effective. Using advertising space in any way may have some value, but using space and using it wisely are two very different things, and the profit varies accordingly.

Timeliness the Essential

There are a number of points in Mr. Wyckoff's system of advertising that are worthy of very careful attention. First there is the matter of the goods to be advertised. There is a certain timeliness about goods that cannot very well be disregarded in calling them to the public attention. "The seasonable nature of the goods is always the first consideration," says Mr. Wyckoff. And, in so saying, he states one of the fundamental points of successful advertising. This is always the first consideration in the matter of advertising, to feature the goods that by their very nature will appeal to the readers.

Keeping an Advertising Record

There are many goods, however, which have no particular seasonal characteristics. What then, is the procedure in advertising such goods. Mr. Wyckoff believes that in such instances, it is purely and simply a matter of what goods the merchant is most eager to move. Now that depends largely on how his stock is moving, and it is a dangerous matter to judge this in a haphazard way; by so doing many things may be overlooked. Mr. Wyckoff has adopted a system of keeping a pad for goods to be advertised. Every time he goes to his store room for supplies he takes a glimpse around too see how things are moving. If he finds that stocks of soap are rather heavy, why he makes a note on his advertising pad, to say something about soap this week. Every time he or his clerks re-arrange a shelf or change a display, the chances are that their attention is called to some line whose sale might well be encouraged. It is not left to chance, it is all jotted down, just when the suggestion is fresh in mind. So when the time comes to arrange the advertising for the week there is no uncertainty as to just what should appear in the space; no feverish running about to try and decide upon something; there are two definite sources of inspiration. First, the specially seasonable lines, and second, the goods on the advertising record pad. That system does a great deal toward assuring that the advertising is always working for the store.

Getting the Appearance That Counts

But many a well thought out advertising campaign, has been spoiled by the poor appearance of the finished advertisement. Mr. Wyckoff takes no chances. "To get the kind of results you want," he states, you have to give the printers time, and you have to see a proof, to know that the layout is just what you want.

The store uses small ads on Mondays, Wednesdays and Fridays, calling attention to some one or two lines. They are used more to keep the firm name before the selling public than for their selling

Continued on page 73

Once-a-Month Sale

Friday Saturday Monday

Fresh Creamery Butter, Right From the Churn, lb. 52c

I gallon can Apples, peeled and cored at 48c
1-pound can Apples 17c
Pumpkin, a can ...10c
2 pounds Rice ... 23c
Tapioca, a pound ..15c
2 pounds Prunes ...25c

Tobacco.
Old Chum, Stag, Senator, T. & B., McDonald's, Shamrock, Ormonde, Black Watch ... 2 for 25c

Cornmeal, 2 pounds 25c
Oatmeal 4 pounds 25c
Barley ... 2 pounds 15c

Grapeade, made from ripe, luscious Concord grapes, at special prices ... 23c, 43c, 83c
Pure Jam—Strawberry, raspberry and orange marmalade, in one pound jars, at ... 29c

Cornflakes, Krumbles, good health food ... 2 packages for 25c
Shredded Wheat and Grape Nuts, ... 2 packages for 27c
Cream of Wheat ... 3 pounds for 25c

5 rolls Toilet Paper 25c
Sani-Flush, a can ... 25c
Dustbane, large can 25c
Snowflake Ammonia ... 3 for 25c
Lenox Soap, 4 bars 25c
Babbitt's Cleanser ... 2 cans 15c
Bon Chips, a pound 17c
Gold Dust, the 7c size, to go at 6 packages 25c

24-Pound Bag Best Flour . . . $1.49

Magic Baking Powder, one pound can ...33c
Crisco, one pound ... 50c
2 packages Raisins, 25c
Cow Brand Baking Soda ... 5c
Corn Starch ... 2 packages 25c

Feather Strip Cocoanut ... 4 ounces, 10c
Large can good Salmon ... 22c
7-pound bag Flour . 45c
12-pound bag Flour .79c

Flake White Shortening, three pounds will go as far as four pounds lard, at, pound ... 29c
4-pound can Jam 59c
2-pound can Jam, 33c
Jams in tumblers at ... 12c

9 Pounds Granulated Sugar 98c

4 1-2 lbs. Nice Bright Yellow Sugar, 50c

Our Teas Are Giving Splendid Satisfaction. Special Blend at 60c lb., 3 pounds ... $1.65
English Breakfast, 70c lb., 3 pounds ... $1.95
Imperial Blend, 80c lb., 3 pounds ... $2.25
Japan, extra value, at 90c lb., 3 pounds $1.65

Very choice California Lemons, a dozen ... 30c

Corn Syrup, 3-lb. can, 25c; 5-lb. can, 50c; 10-lb. can ... 95c
Soda Biscuits, a pound ... 18c

Cooking Figs, lb. ... 20c
6-lb. can pure Raspberry and pure Strawberry Jams to go at ... 98c

Dutch Setts, a quart ... 10c
All Garden Seeds ... 3 packages 25c
White Beans, ... 3 pounds 25c
Lima Beans, pound 15c
Holbrook's Custard Powder, 2 packages 25c

Matches, 3 boxes 25c

Two in One Shoe Polish Black red and white ... 15c
Black Cat Shoe Polish, a bottle ... 15c
Liquid Veneer, the 25c size, at 19c; the 50c size at ... 39c
Lifebuoy Soap, 2 for 15c
Ivory Soap 2 for 15c
Fairy Soap ..2 for 15c
Castile Soap, a cake ... 5c
Old Dutch, a can ...10c
Infants' Delight Soap, ... 3 cakes 25c
Laundry Starch ... 2 pounds 25c

Orona Housekeepers who have used it say it is the best article they ever used for cleaning varnished and painted woodwork, bathtubs and kitchen utensils, and especially aluminum. Large 25c can for ... 8c

Libby's Pork and Beans. We consider these the best pork and beans packed. Keep a few cans in the house; you'll find them convenient to have. The large 25c can to go at just ... 19c

Bulk Pickles—We put 'em up in eight containers.

Sweet Mustard, pint 30c
Sweet Gherkins, pint 30c
Sweet Mixed, pint 25c

Pure Cocoa.—You'll enjoy the delicate richness of its flavor. A pound ... 35c

Banquet Coffee—Rich and flavory, ground especially to your order, a pound ... 55c

Your phone orders will receive careful attention. Kindly let us have your order on Friday, if possible. Last delivery on Saturday closes at 5 p.m. Orders received after that hour will be delivered on Monday. As the prices quoted for this sale are exceptionally low we can only deliver orders amounting to $2 and over. Please do not ask us to deliver small parcels, as we do not like to refuse you.

PHONE 3560.

Wyckoff's

DUNDAS STREET, AT RIDOUT.

The ad. as it appeared following the instructions.

A MORAL IN FIGURES

The Avery Company, a prominent firm of manufacturers in Peoria, Illinois, were anxious to know how many of the dealers handling their line believed in advertising. They sent out a form letter to 100 retailers requesting information. They received 91 replies.

Eighty-one of the dealers stated that they advertised more or less regularly. The total amount of their expenditure on advertising was $11,746.76, or approximately $140 each. These eighty-one dealers sold of their line during the year goods to a total of $848,508.71, which meant an average sale of $10,475, on which the advertising expense was 1.38 per cent. The ten dealers who did not advertise, sold only $8,000, or some $800 each.

In other words the ten non-advertisers combined failed to equal the achievement of one merchant who advertised.

Making a Name in Special Line

Specializing on One or Two Important Lines Has Been Found to be of Immense Value to the John Diprose Store, London, Ont.—Has Been a Large Factor in Building Trade in All Lines

THERE are ways and ways of building a business, and all of them are good, but probably the quickest and most effective way is to specialize in some one or more lines, and by so doing develop a reputation for having the very best goods in these lines. Such is the opinion of John Diprose, Dundas St., London, Ont. He is confident in the wisdom of this judgment, because he has tried it and found it a success.

Getting the Public Attention

"The best way to keep yourself before the public," he says, "is through an established reputation in some few lines of goods. When you have cultivated a certain trade, so that people say, 'If you want good tea and coffee go to Diprose,' then you have developed a business asset that it is difficult to overestimate. The prime factor in successful merchandising is to get people where you can sell them. If they don't come to your store, your selling campaign is made that much the more difficult, but if you can lead them to believe they can get some one article at your store better than anywhere else, then they will certainly come, and the confidence in one line will to a greater or less degree establish a confidence in the merchant that will make a general selling campaign all the easier.

Of course, it is possible, Mr. Diprose admits, for a store to develop a reputation for satisfactory service and for quality goods, and there is no question of the value of such a reputation, but a general reputation of that character, however high, has not, he believes, the pulling power of a reputation for some two or three lines.

Must Specialize to Get Attention

After all in these days, goods are largely standardized. Package goods have come so much to the fore that the average housekeeper knows perfectly well that she can get as good breakfast foods and jams and sugar and baking powder at the small store of small proportions, as she can get at the best store. But there are certain lines on which it is yet possible to make a reputation for extra quality, and Mr. Diprose has found that to do so is a very wise move.

Coffee a Good Trade Getter

The first line he specialized in was coffee. He got the best available, and discovered a good blend that pleased his customers, and he made with this a strong bid for business. He featured his coffee as a special, putting it up under his own name, and every week or so had special sales in this line. People came and bought the coffee and found it good—told others, who also came and bought—the special sales grew in magnitude. The amount of coffee packaged for the sale day that was thought to be more than ample, was all used before noon, and clerks were busy all the afternoon grinding coffee and packaging it for customers. An electric coffee grinder was then installed, and the work was in that way greatly simplified. For a long time past now it has not been necessary to adopt the special sale idea. The store has developed a reputation for selling good coffee, and the reputation has stuck.

The John Diprose store, Dundas Street, London. Mr. Diprose is the second figure from the right.

The same plan was adopted in regard to tea with equal success.

Now there was no particular knack in this business. Mr. Diprose had no source of supply that was not open to everyone. He knew good coffee and tea and he bought what was good, and he told people about it. Anyone could have done the same. It was simply a matter of laying the emphasis where it would do the most good, and by playing fair with the customer in taking every precaution to see that the quality of the goods were never allowed to run down. Anything of the kind would have been fatal, as it is much easier to lose a reputation than to gain one.

Specializing Also in Fruit and Vegetables

Some time ago Mr. Diprose decided to branch out further into fancy vegetables and fruits. Varieties in fruit and vegetables were to be had anywhere. They were always procurable at the Diprose store. There was always tomatoes and lettuce, even on the coldest winter days. Supplies were assured from a greenhouse not far from London. Then the imported vegetables, as soon as they appeared, were sure to be stocked by the store. It did not take people long to find this out and to look to the store for anything of that nature.

An Opening For Sales Talks

Having such goods also gave an opening for calling up customers, whom it was known would be interested, and it was found to be an easy way to interest customers who had dropped into the store for some minor needs. It was, in fact, the special inducement that this store had over this.

Now, of course, any store depending on the sale of such lines for its livelihood, would have pretty lean picking. But granted that business in these lines can be increased fourfold, and that seems a modest enough estimate, for certainly the business of the John Diprose store in these lines increased more than this. But that is only a small part of the advantage that such a policy may have for the store. Every purchaser of coffee or vegetables is a purchaser of all other grocery lines. And if she thinks she can get one line of goods better at one store than at any other, there is a strong probability that she will reason that its other service is just as good, and consequently there is a very large possibility that the store will draw all her patronage. In this way the policy of specialization has, in the instance in question, at least, very clearly justified itself.

Cash and Carry Makes Business Success

London, Ont., Store Finds That Adoption of This System Has Enabled Them to Build Business on a Sound Foundation—Appealing to the Farm Trade Through Price and Location

LOCATION has a good deal to do with the character of a business. A business located in the market square naturally makes an appeal to the trade of the farmers who trade in that market. It is not altogether surprising, therefore, that on certain days the store of Frank Smith, located on the market square at London, Ont., should be so crowded that it is not stretching the truth very much to state that you have practically to fight your way in. This store has, partially by reason of its location, become a trading centre for the farming community.

Started With Credit Business

Mr. Smith opened up some five or six years ago, and for a while things did not look too rosy. He was doing a credit business, and somehow or other, according to Mr. Smith, it did not work out too well. His losses were fairly heavy, the more so as many of the customers were not city folk, and it was not easy to keep tab on them as it otherwise would have been. Then, too, it meant heavy outlay of capital, and that in turn meant that he had to take time from the wholesalers, and had to buy on those terms. Altogether it looked, in Mr. Smith's own statement, as though things were not going too well.

Appealing to Farm Trade

Then it occurred to him that his great appeal, owing to the nature of his location, was to the farmer trade, and that the farmer was used to a cash business, he brought his goods in and sold them, and he had the actual money to spend. If they sold for cash why shouldn't he? The upshot of it was that he adopted the cash and carry system. Now, whatever the experience of others in such a change may have been, with Mr. Smith it was more than satisfactory. He sold for cash, and that meant that he could buy for cash, and that in turn meant that he could buy far more satisfactorily and could undersell his own former prices. That, he found, was what interested the farmer trade. They had the cash so they didn't mind paying cash, and they were going to take the goods home anyway, so delivery meant nothing to them. It was the price that counted, and in that way then Mr Mr. Smith has built his business, and a brisk business it is.

Pass the store almost any day and you will see bags of sugar and flour in ton quantities, each with its ticket, with some farmer's name on it. That's the sort of business it is.

But while this business has developed enormously it is not the only line in which development has been noted. The

A Busy Scene at the Corner of Dundas and Richmond Streets, London, Ont.

people of London coming to market have passed the store and seen the crowds and the sight has had the effect of convincing them that where so many people deal it must be profitable to deal also. Moreover, Mr. Smith has been able to get from his farmer customers unusually satisfactory supplies of butter, eggs, cheese and fruit, and his city customers have been quick to discover this.

One Rule For All

When asked how the cash and carry system had worked with the city trade, Mr. Smith stated that it had worked satisfactorily, and the reason he gave for this was that the store showed absolutely no favoritism. It was a hard and fast rule. If they wanted goods delivered there was a merchants' delivery that would call for them and deliver 200 pounds for the sum of 10c, but the charge was paid by the customer. There was absolutely no variation from the rule. Customers in one way and another assured themselves of this fact, and once having done so, all argument over the matter ceased. It is only showing favoritism to certain customers, Mr. Smith believes, that causes trouble with a cash and carry system. If it is absolutely maintained the store will have no trouble. Mr. Smith illustrated the store's attitude by saying: "If the lady next door to my home, who knows I drive a car should ask me to bring something to her, I would have to refuse. I would gladly accommodate such people, but to do so would undermine the whole system, and one such instance might be enough to spoil the whole system. We have made an absolutely hard and fast rule and have stuck to it, and by doing so have found that we can conduct our business on this system without any difficulty."

Quotations on Nuts Still Advancing

Market Situation is Very Strong and Record Figures Will Prevail This Fall and Winter on All Nuts

THE market situation in nuts continues to be one of advancing prices. All advices received by importers point to extremely high quotations on nuts this fall and winter. Almonds and French walnuts cost approximately five cents per pound more to import now than they did ten days or a fortnight ago. Shelled French walnuts are up 50 francs per cwt., f.o.b. France, and almonds are 25 shillings higher per cwt., meaning a jump of about five cents per pound. Spanish peanuts are rapidly advancing and have reached record figures. Number one Spanish peanuts are quoted at 21 cents, Virginia, which means that they would have to sell at 25 cents to the retail trade. Brazils in the shell are quoted very firm in New York, at 25 and 26 cents for October and November delivery. Unshelled filberts are a fair offerings, but are costing 44 cents per pound, laid down in Toronto. Shelled Brazils are quoted at 80 cents per pound in New York. Here they are selling to the trade at 88 cents. Shelled filberts to the retail are from 50 to 55 cents per pound.

Know Your Costs and Expenses!

Familiar Equation of Two Plus Two Works Whether You Can "See It" or Not

By HENRY JOHNSON, JR.

I MET an exclusive fruit and vegetable retailer a short time since who said he could not follow my reasoning in regard to needful margins, expenses and net profits. He felt that with the rapid turnover in his line and the very limited capital required, grocery figures were not applicable. So I waited until evening, then visited his store and got some details. I learned from him, among other things, that on his business of about $2,600 in June he had run behind $300. He did not know whether to look for a thief or not. I took the figures away to study, and then wrote him:

Dear Smith:—Your figures of expense and turnover, as I recall them, were, for June, as follows:

Sales, per week	$650.00
Rent, per week	$35.00
Man, per week	23.00
Boy, per week	13.50
Yourself, per week	20.00
Paper, Bags, etc.	10.00
	$101.50

Or, as you put it, in round numbers, $100 per week. That figures out just about 15.4 per cent. expense, and on that basis, you lost $300 in June; yet, as you pointed out, you are in business where $500 in stock will make a big showing.

Get Facts For a Basis

Take the $400 expense and $300 loss and you have $700 to charge against your sales of $2,600. Divide the $700 by $2,600 and you will have approximately 27 per cent—in fact, $702 would give you exactly 27 per cent. This outcome should seem to demonstrate the correctness of those with whom I have talked who have made a careful, scientific study of their perishable department and have arrived at the conclusion that they must have a margin, on the average, of 30 per cent. or they cannot make any money, net, on this line. The fact that you lost $300 seems to indicate that, on the average, you did not mark up your goods sufficiently—or there was a big leak somewhere. It is possible that there is some pilfering, but pilfering to the extent of $10 per day would be big enough to be noticed, and we should not look to such an explanation until we are sure our figures are more nearly in line.

Look at it another way. You said you "could not follow my reasoning" on necessary margins, inasmuch as the perishable business must be run on a sort of gamble—following the lead of the fellow who sells for 85 cents and $1 gross on a box of oranges or lemons and making wider margins where possible. But that is the way with all retail business; and does not the outcome show that my reasoning is about right? For I said the average grocery expense is 16 2-3 per cent., allowance for shrink on oranges and lemons, 3 1-3 per cent., total burden 20 per cent. and needful net profit 5 per cent. Then a study of your figures shows that you are within 1 1-3 per cent. of the average grocer's, notwithstanding that for your location you have a very low rental.

Study Your Average Sales

One thing probably would help a lot. That is to study your register to ascertain what is your average sale. Divide the number of "rings," less the "paid out" and "no sale" items, into the money received to see how many sales you must make for $100 of receipts. Suppose you find that the average is 20 cents. That would mean that in your average day of $100 sales, you have 500 transactions. An error, or a leak, of one cent on each sale, or overweight or liberal count to the amount of one cent on the average, would mean a leakage of $5.00 per day. A gain of 1 cent would mean winning an extra $5 per day. The difference is nearly $300 per month.

I think your trouble is threefold. You do not mark your goods high enough on the average. There is a leakage you have not traced—it may be shrinkage, not pilferage. You give too liberal treatment to your customers in weight and count. Just a "little thing," like an extra paper bag at ½ cent counts when you are making 20 to 30 cent sales. On the other hand, being a trifle liberal and "accommodating" in such little matters

An Interior View of One of Vancouver's Fine Stores—"The McTaggart Grocery."

is one of the sure ways to get better margins, for customers will disregard a little extra price if they feel friendly because they like the service in your store.

Here is another thought:

You say you turn your stock twice a week on the average—but do you? Test it this way: If it is marked up at the rate of 30 per cent. on the average, which means 43 per cent. on cost, the gross spread on $650 of sales will be $195. The replacement value, therefore, of your weekly stock will be $455. Thus two complete turns of your stock each week will show an average investment of not more than $227.50. That is to say, your average inventory at any time must not exceed $227.50 for that size of business. Careful examination, I think, will reveal that you have more stock than that, and, therefore, are not turning it twice each week.

You Cannot Know Too Much About Your Business

If any of these figures does not fit into actual conditions, something you told me is badly guessed at. You cannot afford to take any chance guessing.

A man cannot know his business from too many angles. Accurate knowledge of every angle is needful if you are to know where you are headed.

Now, if you really could make 30 per cent. gross on that business of yours, just as it stands to-day, it is easy to see that you could sustain a big shrinkage and yet clean up $3,000 a year net velvet!

A few days after, I got this reply:

It was indeed kind of you to take such an interest in me, and I greatly appreciate it.

I studied over your letter and the conclusion I came to was that I was not getting a sufficient margin of profit considering the fact that I was paying more to get a better quality than the average. Since the first of the month I have my stock marked a little higher, am doing the same volume of business, and already I have a little margin in the bank on the right side. So you see wherein the fault lay.

Woolworth and Rapid Turns

Woolworth borrowed big sums during his business career, but he kept his debts bunched in big lots. His first capital was borrowed, but he did not add to that debt any bills at the jobbers' houses. It is told that he used to buy a box of soap for $3.50 to sell for 5 cents the cake. His capital being small, he would have the box set aside, take out 50 cakes pay down his $1.75, and carry the soap to his store. When that was nearly sold out, he came back for the other 50 cakes.

This was not because the wholesaler would not have let him have the entire box. It was just his way of keeping a tight rein on his affairs. Can we get a better example to follow than that of the man who thus began and who ended up —well, you know!

Verily, many nickels make a mickle—and "the last shall be first!"

The Blind Still Lead the Blind

It seems incredible, but an eastern wholesale grocer issued—last spring — an alleged "ready reckoner" to enable grocers to know what percentage they could make on goods at various increases over cost—and the percentage is stated on the cost!

Probably it is wrong to call this an example of the blind leading the blind. Undoubtedly it should be stigmatized as an example of deliberate deceit through purposeful misleading. Because it is a safe gamble that the wholesaler himself knows better than to follow out such a method in his own business. Thus, he is trying to make dupes of his customers—maybe a sound reason why so many jobbers fear the encroachments of the packers into the food business.

I think that if the wholesale grocer is eliminated, he will have himself to blame. I do not think that the jobber who gives his customers a really square, sincere deal is in any danger. But the kind of jobber who will issue such a "guide" as I have described above, deserves elimination!

"What is sauce for the goose is sauce for the gander" is the only honest basis on which to market goods.

WESTERN CANADA FLOUR MILL CO. DECLARE DIVIDEND

The directors of the Western Canada Flour Mills Company, Limited, have declared the regular quarterly dividend of 2 per cent. on the common, together with a bonus of 2 per cent., both payable September 15th to shareholders of record Sept. 4th.

Uncle Sam as a Merchant

Goes Into Retail Business and Sells Through Post Office and Over Counter—Some Illustrations of Prices Asked

THE recent move on the part of the United States Government to sell surplus stocks of army supplies through the agency of the Post Office Department, has not, as far as can be learned, met with a very enthusiastic response. Possibly as a result of this fact, the Government now announces its intention of opening retail stores for the sale of household commodities included in the surplus stocks of the war department. Such stores, it is stated, will be established Sept. 25. The stores will be located in depot centres, and other large cities, and they will accept and fill mail orders.

Continued purchases by the department of certain necessities so that these stores may be continued indefinitely as a part of the Government campaign against the high cost of living is understood to be under consideration.

The list of commodities released by the war department is too long to reproduce. Some of the commodities asked, however, with their prices, are as follows:

Bacon, six 12-pound cans to case, $4.15 per can, plus 21 cents postage.

Beef, corned, 48 No. 1 cans to case, 29 cents per can, plus 5 cents postage.

Beef, corned, 24 No. 2 cans to case, 55 cents, plus 7 cents postage.

Beef, corned, 12 6-pound cans to case, $1.75, plus 11 cents postage.

Beef, roast, 48 No. 1 cans to case, 29 cents per can, plus 5 cents postage.

Beans, baked, 48 No. 1 cans to case, 6 cents per can, plus 5 cents postage.

Beans, baked, 24 No. 2 cans to case, 6 cents per can, plus 6 cents postage.

Beans, baked, 24 No. 3 cans to case, 9 cents per can, plus 7 cents postage.

Beans, stringless, 24 No. 2 cans to case, 9 cents per can, plus 10 cents postage.

Beans, stringless, 12 No. 10 cans, 40 cents per can, plus 10 cents postage.

Corn, sweet, 24 No. 2 cans to case, 9 cents per can, plus 6 cents postage.

Baking powder, 24 1-pound cans to case, 9 cents per can, plus 6 cents postage.

Baking powder, eight 5-pound cans to case, 45 cents per can, plus 11 cents postage.

Barley, pearl, 100-pound bags, $2.63 per bag, plus $1.05 postage.

Beans, dry, 100-pound bags, $6.49 per bag, plus $1.05 postage.

Cherries, canned, 24 small cans to case, 21 cents per can, plus 7 cents postage.

Cinnamon, 48 ¼-pound cans to case, 7 cents per can, plus 5 cents postage.

Cloves, 48 ¼-pound cans to case, 14 cents per can, plus 5 cents postage.

Cocoa, breakfast, 24 ½-pound cans to case, 13 cents per can, plus 4 cents postage.

Corn meal, white, 100-pound bags, $3.50 per bag, plus $1.05 postage.

Corn meal, yellow, 100-pound bags, $5.79 per bag, plus $1.05 postage.

Corn meal, yellow, 30 2-pound cans to case, 7 cents per can, plus 7 cents postage.

Cornstarch, 40 to case, 4 cents per can, plus 5 cents postage.

Crackers, assorted, 48 to case, 6 cents per can, plus 5 cents postage.

Crackers, ginger, 48 No. 1 tins to case, 6 cents per tin, plus 5 cents postage.

Crackers, graham, 48 No. 1 tins to case, 6 cents per tin, plus 5 cents postage.

Crackers, soda, 48 No. 1 tins to case, 6 cents per tin, plus 5 cents postage.

Farina, 48 No. 1 tins to case, 14 cents per tin, plus 5 cents postage.

Flavoring extract, vanilla, 24 8-ounce bottles, 33 cents, plus 6 cents postage.

Flour, corn, 100-pound bags, $5.24 per bag, plus $1.05 postage.

Flour, edible, cornstarch, 100-pound bags, $4 per bag, plus $1.05 postage.

Flour, graham, 100-pound bags, $3.80 per bag, plus $1.05 postage.

Flour, Issue, 100-pound bag, $6, plus $1.05 postage.

Flour, oatmeal, 100-pound bags, $4 per bag, plus $1.05 postage.

Flour, rice, 100-pound bags, $6 per bag, plus $1.05 postage.

Flour, rye, 98-pound bags, $3.75 per bag, plus $1.03 postage.

Gelatin, 144 to case, 9 cents per can, plus 4 cents postage.

Ginger, 48 ¼-pound cans to case, 7 cents per can, plus 5 cents postage.

Hominy, coarse, 100-pound sacks, $6.49 per sack, plus $1.05 postage.

Hominy, fine, 24 No. 2 cartons to case, 4 cents per carton, plus 6 cents postage.

Hominy, lye, 24 No. 2 cartons to case, 6 cents per carton, plus 7 cents postage.

Macaroni, bulk, 25 pounds to case, $2.06 per case, plus 37 cents postage.

Macaroni, 24 to case, 7 cents per can, plus 6 cents postage.

Milk, condensed, sweetened, 48 No. 1 cans to case, 13 cents per can, plus 5 cents postage.

The Prices We Quote Are Always in Line

WE specialize on **Ceylon Desiccated Cocoanut,** importing direct from our own mills at Colombo.

We are now able to quote this season's **Chinese Preserved Ginger.**

Wet--In casks and jars. **Dry**--In tins and cases

Shelled Walnuts. Contract now for your requirements. We can supply French or Manchurian stock.

Dodwell & Co., Limited

Importers and Exporters

VANCOUVER

APPLES

from the sun-kissed orchards of British Columbia

Apples that look good—eat good—keep well and sell well.

Apples that only British Columbia could produce. Its soil, its climate and its wonderful natural orchard locations combine to put British Columbia's apples in the front rank at the fruit shows and markets of the world.

And we pack these apples just right. They come to you in the way you'd want them to come—sound, clean and tempting looking. Place your order now and get prompt delivery.

Send to us for our Fruit Booklet—tells you all about British Columbia fruit—225 recipes—all about apples—the right time to buy the various kinds—100 apple recipes.

Tell your customers to write us for this book—it will boost your sales. Free on request.

We are educating your customers to buy them by the box.

British Columbia Fruit Growers Association

UNIVERSITY OF B.C.

VANCOUVER, B.C.

1919 Season Pack
of
Canned Salmon Now Ready

Cover your requirements now

Our Reliable Brands

"Hallbest"
(Small) Red Sockeye

"Hallfancy"
Red Spring

"Hallred"
Red Blueback

Our Reliable Brands

"Hallchoice"
Red Cohoe

"Hallpink"
Northern Pink

"Hallchum"
Choicest Fresh Chum

A NATIONAL SUCCESS

RED ARROW
BRAND
BISCUITS

YOUR JOBBER CAN SUPPLY YOU

The National Biscuit & Confection Co., Ltd.

REPEATS

The "Pink of Perfection"

CASCADE SALMON

GOOD, SOUND, WHOLESOME FOOD
EVERY TIN GUARANTEED

Packed in 1lb. tall, 1lb. flat, ½lb. flat

BRITISH COLUMBIA PACKERS' ASSOCIATION
VANCOUVER, B.C.

B & K EXTRA CREAM ROLLED OATS

Made in B.C. from B.C. Oats

The Special Process under which our "B & K" (Extra Cream) Rolled Oats are manufactured gives them that "EXTRA-CREAM" Flavor which places them in a class by themselves.

Handling the "B & K" (Extra Cream) line will enable you to build up a more profitable Cereal trade. They win new customers and hold old ones.

TRADE MARK
B&K
REGISTERED

HIGHEST AWARDS:

Worlds' Fair,	CHICAGO
Mid-Winter Fair,	SAN FRANCISCO
Inter-State Fair,	TACOMA

Order From Our Nearest House

The Brackman-Ker Milling Co., Limited

HEAD OFFICE, VICTORIA

Branches: Vancouver, North Vancouver, New Westminster, Nanaimo, Nelson, Rossland, Prince Rupert, Ladner, Langley Prairie, Coquitlam, Cortenay, Port Washington.

HOPS

In Quarter and Half Pound
Full and Short Weight Packages

BUY DIRECT FROM THE PRODUCER

BRITISH COLUMBIA HOP CO., LTD.

Ranches located at
Sardis, Agassiz,
B. C.

Head Sales Office:
235 Pine Street
San Francisco,
California.

Largest Hop Growers in Canada

Write for Prices—Samples

Agents: for Western Canada, Donald H. Bain Co., Winnipeg, Man.
Ontario: Raymond & Raymond, London, Ontario.
Quebec: Arthur P. Tippett & Co., Montreal, Quebec.

THE PUBLIC LIKES QUAKER

The little Quaker talks running in the west are creating a new interest in QUAKER BRAND

We need the Grocers' friendly co-operation

DOMINION CANNERS LTD.

This space, small though it is, is capable of producing big results if used continuously and judiciously.

WILSON BROTHERS

Established 1890

Our Motto is "SERVICE"

We cannot offer to sell you goods cheaper than any other firm is in a position to do, but we CAN give actual facts to prove that it is

ECONOMY

to deal with us.

Send in your mail order to

WILSON BROTHERS, Victoria, B.C.

O'Loane, Kiely & Co. Limited

HEAD OFFICE:

VANCOUVER, CANADA

ASSOCIATED OFFICES:

SEATTLE SAN FRANCISCO LONDON, ENGLAND

WHOLESALE EXPORTERS FOOD PRODUCTS

CANNED FISH

Salmon, Pilchards, Herring, Clams, Fish Paste.

PICKLED FISH

Herring—Scotch cure — Norway cure, split—round.

Pilchards—Salmon, Salt and Mild cured.

DRIED FISH

Herring, Pilchards, Codfish, Stockfish.

SMOKED FISH

Herring, Bloaters, Kippers, Pilchards.

We are

Proprietors of the following brands.

O.K.	Sockeye	Salmon
Victory	Red Spring	Salmon
Pacific Chief	Pink	Salmon
Equality	Chum	Salmon
Sweepstakes	Cohoe	Salmon
Sweepstakes	Pilchards	

Herring and Clams.

Reference:

The Dominion Bank Vancouver, Canada.

Cable Address:

BRITSALMON

All commercial codes

IMPORTERS

Oriental Produce—including Beans, Peas, Seeds, Rice, Tapioca, Spice, Peanuts, Walnuts, Oil, Dried Egg products, Albumen, etc.

"A Little Better Than the Best"

Gosse-Millerds'

OCEAN PRODUCTS

Every tin contains a Sea Food of highest Quality.

Processing and packing perfected through years of experience.

Into every can bearing the Gosse-Millerd label goes as high a quality fish as the Pacific Ocean contains. The pick of the season's catches processed and put up in a way that guarantees customer satisfaction.

Order a Supply.

Gosse-Millerd Packing Co., Limited

597 Hastings St., Vancouver

Selling Agents:

Western: DONALD H. BAIN CO., Winnipeg, Man.
Eastern: ROSE & LAFLAMME, LTD., Montreal, Que.
Maritime Provinces: THOMAS FLANAGAN, Halifax, N.S.

You Can Conscientiously Recommend Peanut Butter

AND AFTER ALL---

"SQUIRREL" BRAND

IS

THE BEST

A Product of Absolute Purity---Containing those Food Values so essential to Child Life

Nutritious---Appetizing

Selling Agents for Canada:

Oakes & Wyman, Halifax, N.S. - - - -	Nova Scotia
Baird & Peters, St. John, N.B. - - - -	New Brunswick
A. G. Snowdon, Coristine Bldg., Montreal - -	Quebec
S. H. Moore & Co., Excelsior Life Bldg., Toronto -	Ontario
Mason & Hickey, Winnipeg - - - - -	Western Canada

CANADA NUT COMPANY, LIMITED
VANCOUVER, B.C.

—A Parable

saying: "A certain grocer discovered a blown tin of peaches and foolishly he said in his heart, 'All canned goods are rotten.'

"And it came to pass that a certain other grocer opened a can of pilchards and behold he found likewise, scales and fins and roe and tails and in fact the entire bag of tricks, and he marvelled greatly, but being a man of much wisdom, instead of condemning all pilchards, he said, 'Verily, these are not ALBATROSS PILCHARDS, for in

ALBATROSS Brand PILCHARDS

YOU FIND THAT EACH FISH IS SCALED — NO SCALES TRIMMED — NO FINS nor TAILS CLEANED—NO ROE nor ENTRAILS"

As a Practical Business Man, Mr. Grocer, you will appreciate that it costs us more money to give so much attention to each fish but the improved product well repays the extra labour and expense

Every Morsel Edible and Delicious

PIONEER PILCHARD PACKERS

Clayoquot Sound Canning Co., Limited

J. L. BECKWITH, AGENT

VICTORIA, B. C.

K-B

Packed Amid the Gardens While the Bloom is on the Fruit

King-Beach

Pure

Jams and Marmalades

Fruits that grow in sun-kissed valleys where they are gathered with the dew fresh upon them—fruits that old Mother Nature herself might take an honest pride in producing—fruits carefully "picked over" to exclude anything but the very finest—of such are the "K-B" Jams and Marmalades made.

Dealers who appreciate the advantages of selling high quality goods at an attractive profit should never be without a stock of the "K-B" Trade-Marked Jams and Marmalades.

The King-Beach Mfg. Co., Ltd.

Mission City, B.C.

SELLING AGENTS

MASON AND HICKEY

Winnipeg, Regina, Saskatoon, Calgary, Edmonton, Lethbridge, Brandon, Vancouver.

What Lines of Merchandise do you Require?

Whatever your needs may be in this direction we feel sure that our prices will interest you.

IMPORTS:

Our strategic location in Vancouver, the gateway to the Orient—our buying power—the wide field we cover—these are the factors that make our house the surest and most satisfactory connection between your business and the Oriental markets.

Among our importations are:—

Pepper—ginger—cloves—nutmegs—Cassia—sago—cocoa beans—egg albumen
Isinglass—senna—quinine—camphor—eucalpytol—alum
PEANUTS BEANS

We pay special attention to Local Products and Spot Goods. Canned Salmon, Canned Herring, Canned Pilchards, Rice, Preserved Ginger, Peanut Oil, Joss Sticks
AUSTRALIAN CURRANTS
Write or Wire for Prices. It means money for you.

R. G. BEDLINGTON & CO., LTD., VANCOUVER
WHOLESALE BROKERS
IMPORTERS ESTABLISHED 1905 EXPORTERS

M. H. HARTLEY
TEA IMPORTER

136 Water Street **VANCOUVER, B.C.**

ORIGINALS

Large stocks of Spot Teas, and shipments always afloat to select from.

BLENDED TEAS

Indian, Ceylon and Java Teas, skilfully selected and blended. Repacked in 50-lb. and 25-lb. laminated wood tea boxes.

Tasting samples and quotations on application.

Blender and Packer of

In 3-lb., 1-lb. and 1-2-lb. Packets.

One quality only; THE BEST

If not carried by your Jobber write for Freight Prepaid Prices.

BONDED and DUTY-PAID WAREHOUSE, Water Street, VANCOUVER, B.C.
Buying Agents: COLOMBO, CALCUTTA, BATAVIA
(Quotations for direct Import)

LOOK FOR THE

TARTAN

THE SIGN OF QUALITY

WALLACE'S

CANNED SALMON
CANNED HERRING
CANNED PILCHARDS

Caught and packed by the **WALLACE FISHERIES, LIMITED**

at their six canneries at the fishing grounds

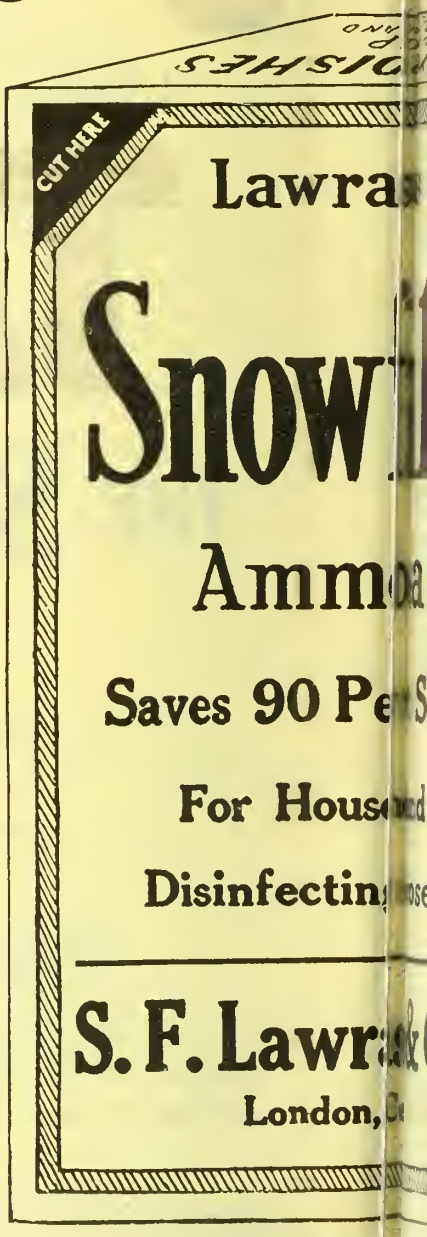
Head Office:
VANCOUVER

Quality Ho

Raw materials are still suffering from the reaction of war time. Prices are still away in advance of pre-war days.

Snowflake has withstood market fluctuations. It has remained full-strength ammonia.

But poor grade ammonias are injuring the business we created.

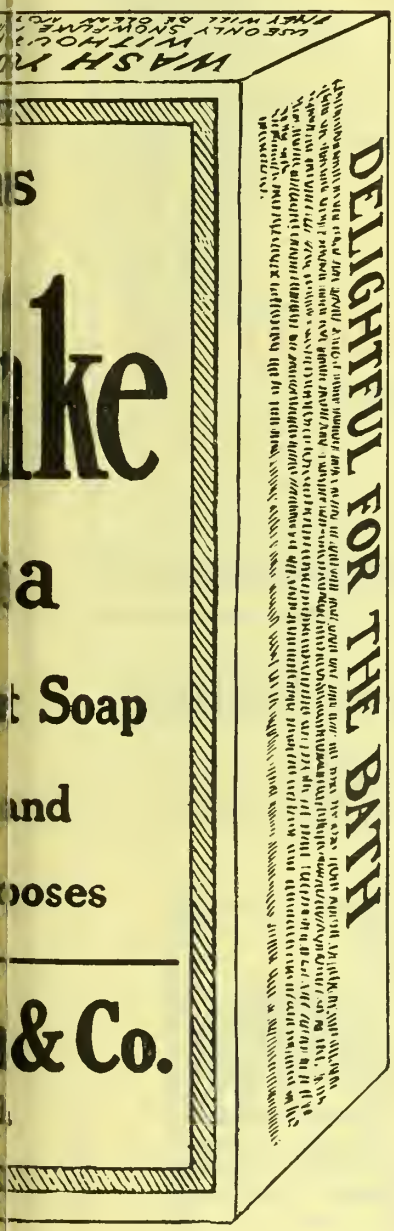


Push Snowflake at every opportunity.

ORDER THROUG

S. F. LAWRASON & CO.

ls Business



Retain your ammonia business by offering nothing but Snowflake.

The customers who have insisted on Snowflake are the ones that are still using it. Not once has it fallen down on our claim of: "Saves Soap, Softens Water, Cuts Grease."

Create trade by frequent displays. Snowflake trade remains with you.

ns larger profits, more satisfied customers.
JR WHOLESALER

LONDON, CANADA

A Quality Product
Made in a Clean Plant

Hamsterley Farm Jam is a line that you need have no hesitation in recommending to your best customers. It is made from the choicest B.C. Fruit in a spotlessly clean Factory.

Hamsterley Farm Jam Co., Ltd.
Victoria, B.C.

Agents for Alberta and Saskatchewan
L. T. Mewburn & Co., Ltd., Calgary

SNOWCAP
PILCHARDS

Delectable
and
Dainty
Hand
Packed
BY
The Nootka Packing Co., Ltd.

Packed in 1 lb. Talls and 1-2 lb. Flats
Sold by your jobber

EXCLUSIVE DISTRIBUTORS
Dodwell & Co., Limited
VANCOUVER, B.C.

Imperial Rice Milling Co., Ltd.
VANCOUVER, B.C.

We are offering the best value in Rice on the Canadian market to-day.

"I TELL YOU---I KNOW WHAT I WANT"!

YOU DON'T HAVE TO ARGUE WITH

Macdonald's Catalog

IF YOU NEED IT---IT'S THERE
IF YOU DON'T---
IT WON'T TAKE UP YOUR TIME

The hardest question facing the retail grocer to-day is, what prices are going to stay up, and what prices are coming down, and how soon, and the way for him to buy groceries, and the way we have always urged you to do, is by comparison.

Give your business to the wholesale house which quotes the lowest price for the same quality goods. **If you will follow this out and compare our prices with those charged by other houses, you will find that you must in your own interest mail your orders to A. MACDONALD & CO.**

Prices on certain lines, as you know, are fixed by the manufacturers, and these we are forced to sell on an even basis with competitors, **but on all lines not so controlled we can save you big money.**

You do not know what you are losing, or what you can save, unless you adopt the comparison system in buying. **Don't place an order without consulting our Price Lists and Price Circulars. It will pay you,** and result in our securing your business.

Read Our Price Lists

Note All Our Quotations

SAVE MONEY

By Mailing Your Orders to

A. MACDONALD & CO.

Wholesale Grocers

VANCOUVER, B.C.

BRANCH
Nelson, B.C.

BRANCH
Fernie, B.C.

Knowledge---Enthusiasm

GOOD BUTTER and GOOD SUGAR

Produce

7-lb. Tins of Candy Satisfaction

RED SEAL BUT-A-PATS

REGISTERED

THE MAINLAND CONFECTIONERY CO.
VANCOUVER, B.C.

7-lb. Tins of Candy Satisfaction

GOOD CANDY IS WHOLESOME FOOD

"Red Seal" BUT-A-PATS are Good Candy

Worth Featuring In Your Fish Department

Watson's *The Brand of Excellence*

Smoked: Kippers, Bloaters, Boneless Herring, Herring Chicks.

Pickled: Scotch Cured Herring, in Barrels, half-barrels or pails; Frozen Herring.

Watson's Fish Paste In 4 oz. Glass Jars

BLOATER ANCHOVY SARDINE SALMON

Watson's Fish and Fish Pastes are always of highest quality. Your customers are sure to like them both—and—THEY ARE GOOD MONEY-MAKERS.

Watson Bros. Fishing & Packing Co., Limited
VANCOUVER

Two Sellers From Vancouver

WAFFLE TABLE SYRUP

Just as good as pure Maple Syrup and costs 100% less.

NUTRO PEANUT BUTTER

"The Best Spread There is for Bread."
A delicious and wholesome peanut butter.
In 1, 5, 15 and 55-lb. tins.

Your Jobber can supply you

Made by **Kelly Confection Company, Limited**
VANCOUVER, B.C.

WALNUTS, BEANS, RICE PEANUTS

DIRECT IMPORTERS FROM THE ORIENT

FUJITA & CO., LTD.

Head Office:
KOBE, JAPAN

VANCOUVER, B.C.

Branches: NATE, YOKOHAMA, TIENTSIN and TSINTOW

REPRESENTATIVES:

Quebec: C. B. Hart, Montreal. Ontario: Lind Brokerage Co., Toronto.

Western Ontario
Manitoba
Saskatchewan
Alberta

DONALD H. BAIN CO.
WINNIPEG

Saskatoon Regina
Edmonton Calgary
Vancouver London, Eng.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcement appear on this page.

Squirrel Brand PEANUT BUTTER

BRITISH COLUMBIA

C. T. NELSON
GROCERY BROKER

165 Hibben-Bone Bldg., Victoria, B.C. In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Live men calling on retail trade.

VICTORIA - VANCOUVER.

KELLEY-CLARKE CO.
VANCOUVER, B.C.

GROCERY AND SALMON BROKERS
MANUFACTURERS' AGENTS

Offices also at Seattle, Tacoma and Spokane, Wash.; Portland, Ore.; San Francisco, Los Angeles, Cal.; Boise, Idaho; New York City.

PETER LUND & COMPANY
MANUFACTURERS AGENTS

Can sell, and if required, finance one or two additional staple lines for

British Columbia Territory

Interested manufacturers please communicate
505 Metropolitan Bldg. Vancouver, B.C.
Reference: Merchants Bank of Canada, Vancouver, B.C.

M. DESBRISAY & CO.
Salmon Canners and Manufacturers' Agents
VANCOUVER, B.C.

Our organization is equipped to handle any manufacturers' line.
Our salesmen get results.

B.C. Market?

We can place one or two good Specialty lines.

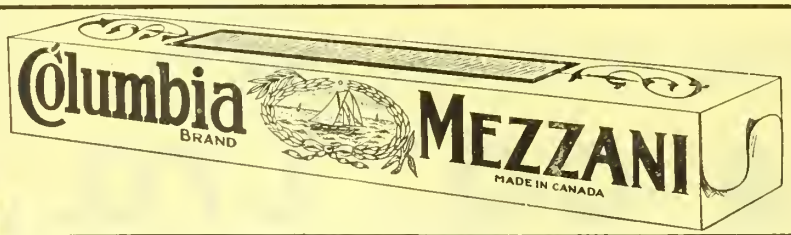
Our firm has back of it a 15 years' success reputation. We have a staff of aggressive salesmen and first-class storage and warehousing facilities.

Write us if you want real representation.

Little Bros. Ltd.
VANCOUVER

The next time you want a clerk, be sure to advertise in the "Wanted" Page of CANADIAN GROCER. You will receive inquiries from the livest clerks in the Canadian grocery trade, because reading CANADIAN GROCER is a test of the clerk's interest in his business.

FOR REPRESENTATION
in B. C.
VENABLES & MERRYFIELD
525 Standard Bank Bldg. Vancouver, B.C.
Agents for QUAKER OATS CO. *We cover the* RETAIL TRADE



MACARONI
The pure food that builds Muscle and Bone at small expense.
The Meat of The Wheat
Manufactured by the
Columbia Macaroni Co., Limited
LETHBRIDGE, ALTA.

She'll come again for "Wedding Breakfast" Coffee

Wedding Breakfast Coffee has every good quality likely to commend it to critical people. It is worth your while to get your customers acquainted with "WEDDING BREAKFAST" Coffee because it is a sure repeater.

We also make **Arab Brand Extracts, Spices, Baking Powder, etc.**

Pioneer Coffee and Spice Mills Company
VICTORIA AND VANCOUVER
ESTABLISHED 1875

An Old Established Broker *in a* New Territory

Oppenheimer Bros., Limited, are now in Western Canada.

After 12 years of success on the Pacific Coast the well-known firm of Oppenheimer Bros., Limited, are extending the scope of their organization to the fertile plains of Manitoba, Saskatchewan and Alberta, opening fine new offices at

Winnipeg
Regina
Saskatoon
Calgary
Edmonton

making a total of eight offices, extending from New York to Victoria, B.C.

OUR ORGANIZATION

To those acquainted with the parent organization no introduction is necessary, and the same aggressive energetic and business producing qualities will characterize the prairie offices. In addition a competent staff of retail salesmen are now ready to introduce your goods to the retail trade of Western Canada.

Mr. Ross Richardson, formerly Sales Manager Tees & Persse, will be in charge of Manitoba, with office in Winnipeg.

Mr. Frank Biggs, formerly Western Canadian Field Representative of Carnation Milk Products Co., will be in charge of Saskatchewan, operating from Regina and Saskatoon.

Mr. Fred J. Green, formerly Assistant Manager Tees & Persse, Calgary, will be in charge of Alberta, operating from Calgary and Edmonton.

Our experience is ready
Our men are ready.
Are you ready?
Are you getting results?
Are you taking advantage of Western Canada's prosperity?
Are you getting individual attention? —Service?

Write us. We are at your service.

Oppenheimer Bros. & Richardson - - - - *Winnipeg*
Oppenheimer Bros. & Gibbs - - Regina and Saskatoon
Oppenheimer Bros. & Green - - - Calgary and Edmonton
Oppenheimer Bros., Limited - Vancouver and Prince Rupert
Oppenheimer Bros. & Grath - - - New York, U.S.A.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

JOHN BAYNE MACLEAN - - - - - - President
H. T. HUNTER - - - - - - - Vice-President.
H. V. TYRRELL - - - - - - - General Manager

THE MACLEAN PUBLISHING COMPANY, LIMITED

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, Power House, Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, Canadian Motor, Tractor and Implement Trade Journal.

OFFICES

CANADA—Montreal, Southam Bldg., 128 Bleury Street; Telephone Main 1004. Toronto—143-153 University Ave.; Telephone Main 7324. Winnipeg—1103 Union Trust Bldg.; Telephone 3449. Vancouver—39 Tenth Avenue West.

UNITED STATES—New York, Mrs. E. C. Gibb, Room 620, 111 Broadway, New York; Telephone 8971 Rector. Chicago—Room 1401, Lytton Bldg., 14 E. Jackson St.; Telephone Harrison 9133. Boston—C. L. Morton, Room 734, Old South Bldg.; Telephone Main 1024.

GREAT BRITAIN—London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director. Telephone Central 12960. Cable Address, Atabek, London, England.

SUBSCRIPTION—Canada, $3.00 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, $3.50 a year; other countries, $4.00 a year. Single copies, 10c, invariably in advance.

PUBLISHED EVERY FRIDAY

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation. Copy of report will be sent to anyone interested.

WHO IS RESPONSIBLE?

WHILE it agrees with President Wilson that profiteers should be promptly and energetically dealt with, the New York *Journal of Commerce* declare that "But he leaves the impression that the oppressive price level is mainly, if not solely, the work of manufacturers and distributors, and he fails to apportion to the lessened productive energy of labor its due share of the blame. It would have been well had the President recognized, once and for all, that the world is on a permanently higher price level which it is beyond his power, or that of any authority, legislative or executive, radically and promptly to change."

CANADIAN GROCER has persistently challenged the contention that manufactures and distributors were the large element in raising prices to their present figures, a contention that has been urged with such little knowledge, and such profound enthusiasm by the daily press. The viewpoint of the *Journal of Commerce,* is worth consideration.

A FAIR HEARING UNLIKELY

THE Toronto *Star* in commenting on a letter from T. Edison White, vice-president of Armour & Co., that appeared in a Toronto paper, has this to say:

"The packers must face the fact that there is a tremendous public prejudice against them, and it may be that they must consider something more than the price of meat and live animals. The people are irritated by the high prices, of course, but also by a feeling that the control of the means of life is in the hands of a few men in Chicago. These men may be very efficient, and may be even as benevolent as they claim, but the people do not relish that kind of despotism."

There is unquestionably a tremendous prejudice against the packers, but we can hardly agree that it is the mere matter of size that has been the cause, else why has the oil and steel industry escaped condemnation?

As a matter of fact, the prejudice has been built up by newspaper propaganda, a propaganda that has played on the public ignorance of the vital facts of business to make those facts appear damaging. The quotation above is another evidence that this great industry can not expect a fair hearing.

THE EXHIBITION NUMBER

NEXT week's issue will be in a large measure devoted to the Canadian National Exhibition. This Exhibition has grown to such a size and is of such importance that it can well claim the name National.

The displays of food products probably bulked larger in the exhibits than any other line—every year sees a larger gathering of exhibits of these products, and this year stands well ahead of any other. There were thousands upon thousands of grocers from all parts of the Dominion who came to the fair largely with the idea of seeing these exhibits and getting ideas that would be helpful to them in their business. They got new ideas of display, a wider knowledge of the goods, and a new viewpoint on the possible selling arguments. There were, naturally, a multitude of merchants who were not able to take advantage of the opportunity. They will, however, find illustrated in the Exhibition pages of next week's issue a large number of the exhibits—and will, in a measure, be able to get from them many of the advantages derived by those who were able to visit the Exhibition in person.

A NEWS despatch states that on a certain day last week nine tons of catalogues of a large mail order house arrived by express at Seaforth, Ont., to be distributed in the town and vicinity. The catalogues are mailed at the post office on a local zone rate, to which the strict letter of the law does not entitle them. The post office does this heavy work at a merely nominal charge, and at an actual loss, and nobody profits but the mail order house.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

MARITIME

The large building at Lower Woods Harbor, Yarmouth, N.S., owned by C. C. Nickerson and used by him as a lobster cannery was totally destroyed by fire recently. The origin of the fire is not known. The building contained, in addition to the cannery equipment, a quantity of lobster gear and nets, all of which was totally destroyed, making the loss a serious one.

Damage totaling $15,000 was done to W. & C. H. Mitchell's fish warehouse and adjoining property through fire recently. The fire originated among some boxes of celluloid, which have been on the wharf for several months, having been landed from the steamer Julienne. Some boys were playing near the boxes with matches.

QUEBEC

Mrs. Johnston, of the Oceanic Oyster Co., has returned to Montreal after spending three months in Vancouver and vicinity.

ONTARIO

Joseph Carroll has purchased the store of H. A. Wanamaker, Lindsay, Ontario, known as the "Campbell Grocery." Mr. Carroll's tobacco and cigar business will be conducted in the William Street store that connects with the grocery.

John C. McCartney died at the Hamilton City Hospital recently after a lengthy illness, aged 53 years. Mr. McCartney was born at Dunnville, Ont., and for many years was manager of the Dominion Canners factories, located at Delhi, Niagara-on-the-Lake and Grimsby.

Geo. Robinson, Athens, Ont., has sold his residence and store on Elgin Street to P. Y. Hollingsworth, who will take possession about November and take over the agency of the Leeds Farmers' Co-operative store. Mr. Robinson will assist and take charge of the stock buying and shipping business.

Fire, which visited the west end mountain at Hamilton, Ont., recently, did damage estimated at $4,000. The fire originated in the barn of Frank Blowey, grocer, Upper James Street, and completely gutted the barn, destroying a Gray-Dort automobile. His loss was $2 300.

Fire, which started recently from an unknown cause, completely gutted the store of W. E. Cornwall, a grocer of 369 Wellesley Street, Toronto. The fire, as far as can be ascertained, started in the rear of the store, and the highly inflammable stock was an easy prey for the flames. The damage is estimated at $700, of which $600 is for stock and $100 represents damage to the building.

Thomas McKay Robertson, one of Kingston's, Ontario, best known citizens, died at his late home on Union Street yesterday morning of pneumonia, aged 69 years. Deceased was born and lived here all his life, and for many years conducted the wholesale and retail crockery business on Princess Street. He is survived by his wife, one son and one daughter.

BUSINESS CHANGES

ONTARIO

Arthur H. Wealing, Orillia, has sold out.

W. P. Leeder, grocer, Toronto, has sold out.

R. J. Nicholson, grocer, of Alvinston, has returned to Wyoming.

Mrs. M. McKey, Toronto, has been succeeded by A. H. Ward.

Albert L. Raymond, Toronto, has been succeeded by G. M. Shields.

Purvis & Co., Bolton, have sold out. Barry & Kellough, Meaford, have been succeeded by Kellough Bros.

McDaid & Beck, grocers, Port Arthur, have dissolved partnership, Mr. McDaid continuing the business.

SERGT. McMECHAN RETURNS

Has Been Overseas Nearly Four Years. Goes on the Road for the White Swan Spice and Cereals, Ltd.

Sergt. J. McMechan of the 42nd Battalion Royal Highlanders of Canada returned home recently from overseas after nearly four years' service, half of which was spent in the trenches in the heavy fighting of 1916-17.

Mr. McMechan has now commenced travelling for the White Swan Spices and Cereals, Ltd., Toronto, in Southern and Western Ontario. He has a thorough knowledge of the grocery business, as he worked all his life in it before enlisting. On his doctor's advice he has sought work outside, as he was badly wounded through the lung and had his arm and shoulder paralyzed. We are glad to say, however, that he is now improving rapidly with the outdoor life.

With Mr. McMechan's knowledge of the grocery business and his long service overseas, he will unquestionably be well received by the merchants in his territory. Mr. McMechan's home address is 105 Concord Avenue, Toronto.

STRATFORD MERCHANTS ASSOCIATION ELECT OFFICERS

At the annual meeting of the Merchants Association, Stratford, Ont., P. J. Kelly was elected president. The other officers are: Vice-presidents, N. F. Pabb, H. Kalbfleisch; treasurer, W. J. McCully; secretary, W. White; executive, A. J. Flanigan, A. Knechtel, A. C. Barnsdale, E. A. Robertson, W. C. Orr and H. J. Near. The association has an extensive program in contemplation for the year, among the items to be dealt with being the establishing of a special prize for some department of the fall fair.

PROPOSES TO DO AWAY WITH HAMILTON MARKET

Ald. Thos. O'Heir, of Hamilton, Ont., has given notice that at the next meeting of the city council he intends giving notice of motion of the submission of a by-law to the people in January for the abolition of Hamilton market.

"I believe," he said, "if such a by-law was presented and everybody permitted to vote on it, irrespective of whether or not they were property owners, it would carry by a big majority.

"It is much too valuable a location to be tied up as a public market,' said the alderman. "It would make an ideal site for a departmental store or office buildings."

ASK CHARTER FOR GANANOQUE CO-OPERATIVE SOCIETY

The board of divisional directors of the Gananoque Co-operative Society, Gananoque, Ont., which has for some weeks past been busily engaged in the disposal of stock to the working men of the town, has practically doubled the amount of stock sales necessary to permit the incorporation of the society and has made due application for letters patent granting to them a charter of incorporation. This is expected shortly, and as soon as this detail is completed a permit to engage in business will be issued to them at once.

NEW MONTREAL BROKERAGE FIRM

Capt. Drew, who has been overseas for four years, has entered into the brokerage business in Montreal with Mr. Silcox. The new firm will be known as Silcox and Drew, brokers and commission merchants, their address being St. Nicholas Street, Montreal.

WHAT ABOUT THIS?

"There is one thing I have often felt like complaining about," says H. Amas, of the Ideal Cash Grocery, Nelson, B.C. "It is this: All the hams and bacons that I buy are wrapped in one and sometimes two wrappings of paper which I am paying for at the same rate as ham and bacon. I can't sell the paper like I buy it. Does anyone else take any exception to this practice?"

OPPENHEIMER BROS. REORGANIZE
New Firm Names in Various Western Cities

An important reorganization in the Oppenheimer Bros., Ltd., grocery brokerage business in Western Canada has just taken place. Oppenheimer Bros. and Richardson is the name of the new firm in Winnipeg where the head office will be located. In Regina and Saskatoon the name will be Oppenheimer and Gibbs. In Calgary and Edmonton, Oppenheimer Bros. and Green, in Vancouver and Prince Rupert, Oppenheimer Bros., Ltd., and in New York City, Oppenheimer Bros. and Grath. This makes a total of eight offices from New York to Victoria, B.C.

Ross Richardson, formerly sales manager for Tees & Persse, is the manager at Winnipeg. Mr. Richardson began his business career selling groceries behind a retail counter in Winnipeg. He was born in that city. He traveled a couple of years for the Codville Co., also for Foley Bros. and Larson. When they sold out he entered the brokerage business with Tess & Persse, calling on the jobbing trade in Winnipeg. He was appointed manager for Tees & Persse at Saskatoon, and later came back to Winnipeg as general sales manager.

Frank Gibbs, another of the new members of the firm, was for a number of years with Proctor & Gamble, and later with Brown & Bigdon. He has been Western Canada representative for the Carnation Milk Products Co. for the past few years. He will have charge of the Regina and Saskatoon branches with offices at Regina.

Fred J. Green has been a retail grocer in Calgary for a number of years. He was assistant manager for Tees & Persse at Calgary for the past four years. He will have charge of the Calgary and Edmonton business with office at Calgary. In addition to handling a large number of staple lines the Oppenheimer Bros.' organization has specialty agencies, including Chocolatta, Rit dyes, Golden Age macaroni, etc.

J. HOWARD RANKIN
Partner in the new Winnipeg brokerage firm of Nicholson, Rankin, Ltd., an account of which appeared in last week's issue.

G. W. Hicks, who represents W. H. Martin & Co. in the Okanagan district of British Columbia, reports that the entire valley is in a very prosperous condition.

Still More Investigations

Questionnaire Being Sent Out by American Women Urging Them to Investigate Their Grocer's Business—Another Instance of Officious Interference

THERE seems to be a generally prevailing feeling that because prices are high, that this fact justifies anyone in making any kind of enquiry into business operations. Governments started the movement, and under that auspices the annoyance was bad enough to bear, but of recent date, any gathering of half a dozen people seem to feel justified in appointing themselves a committee to investigate someone else's business. The latest instance is a questionnaire that is being sent broadcast throughout the United States, aimed to make every housewife an inquisitor into the business of her own retailer:

Packages of these questionnaires are distributed to twenty-two million women through the National Federation of Women's Clubs by the Women's National Economic Committee. The women are to interview grocers and butchers, fill in the questionnaires, and return them to committee headquarters, where they will be tabulated and used as the basis for bills to be presented to national and state Legislatures.

DATE.

NAME OF GROCER.

Number of clerks.

Street and city, State.

Does he carry—

1. Bread.

2. Meat, fresh or smoked?

3. Staple groceries, such as sugar, starch, flour, green vegetables, canned goods, etc.?

What does he pay for bread? At what price does he sell it? Is unsold returnable?

What does he pay for eggs? How sold?

How much profit does he take on fresh meats?

How much profit does he take on smoked meats?

From whom does he buy?

How frequently does he turn his stock over?

Does he fix percentage of profit on what he buys for, or what he sells for?

How does he charge you for what he calls his overhead? Be sure to ask him this. This answer is VERY important.)

What does delivery to his customer cost him? What does he charge?

Does he run a delicatessen? What profit does he take?

What profit on fruit?

Is the store cash or does he allow credit?

On what basis of payment if charge?

Get wholesale prices and terms of the six articles most frequently used.

UNPRECEDENTED DEMAND FOR PRESERVE BOTTLES—B. C. HOUSEWIVES THRIFTY —JAMS HIGH

Wholesalers report the greatest demand ever known for preserve bottles. Retailers purchased their usual number of bottles in advance this summer and thought themselves ready to fill the demand. Their stock has been sold out and they are drawing on the wholesale houses for more. The large demand is probably due to the fact that jam prices have reached almost unprecedented heights. Thrifty housewives are as unwilling to pay the high prices as they are to give up jam, so they have decided to "put down" enough to supply them for the winter. Further results of the high cost of jam is seen in the heavy demand for marmalades. A crate containing a dozen four-pound tins of jam sells for $13.50 wholesale; the same in marmalade is $8.75.

"BEING FRANK ABOUT PEANUT BUTTER PROMOTES BUSINESS."

Vancouver, B.C.—(Special).—The grocery department of David Spencer, Ltd., Vancouver, has built up a big peanut butter business, and there is one feature above all others that has contributed to this success.

The whole process is displayed to the hundreds that go through the department in the course of the day. The large hopper that receives the shelled peanuts has a glass front; the machine that removes the bitter red husk from the nut has a glass window; the germs are also screened out in this machine. The cleaned halves drop into a glass-fronted bin, and when the purchaser gives her order, a scoopfull of nuts is taken out of the bin and poured into a glass globe on top of the electric grinder and the finished product comes out and is caught in the glass jar or the waxed fibre container, wrapped up and handed to her.

Mr. Allen, in charge of this department, says that this method has greatly increased the sales of peanut butter. The women purchasers in particular are interested in seeing the grade of nuts that go into the product.

The machines, for they now require two, are constantly in operation, and a large supply of jars and waxed paper containers is always on hand, but the new customers are very much interested to see their purchase prepared.

WILL INVESTIGATE WINNIPEG MILK PRICES

An investigation into the milk situation in Winnipeg has been authorized by the Board of Commerce and will open early next week. The board has appointed James Auld, barrister, of Winnipeg, to conduct the investigation. The price of milk in that city has been advanced, and a large number of complaints have been received because of the increase.

NEWS FROM WESTERN CANADA

WESTERN

Wm. L. McLean, general merchant, Marcelin, has sold out.

Hughes & Butler, grocers, Regina, have dissolved partnership.

J. Mountain, general merchant, Hartney, Sask., has sold to R. E. Sadler.

Herman Marquardt, general merchant, Denzil, Sask., has sold out.

Mrs. A. Roberge, general merchant, Hoey, has been succeeded by J. Neault.

Angus Murray, Weyburn, Sask., has secured a position with the McLean Grocery Co.

E. R. Hill has been appointed buying agent for the Swift Canadian Co., Edmonton, at their old stand on Gaetz Ave., south.

Lawson & Co. have disposed of their grocery business to the Wetaskiwin Meat Market, who are moving the stock to the premises in the Burns Block.

A persistent campaign of thieving at the store of Magee & Thompson Co., Wolseley, Sask., was recently brought to a close by the capture of Cecil Wilcox, a farm hand, who had found a key of the store and had been making systematic visits there during the night time.

P. B. TUSTIN RESIGNS

P. B. Tustin, chief of the food and dairy division of the Winnipeg Health Department, has resigned.

Mr. Tustin, who is at present in England, has been offered a position with a large dairy company, stated in a letter to Winnipeg officials that he will be able to return to Winnipeg from England in October and straighten up his affairs before permanently taking over his new position in London. A committee consisting of Alderman Cockburn, Fisher and Hamlin were appointed to arrange for the carrying on of the work until permanent appointments can be made here.

EDMONTON BISCUIT CO. INCREASE PLANT

Three mills of the Edmonton Milling Company have been purchased by the North-West Biscuit Co., Edmonton, and are to be devoted to providing the raw material for the firm's products A considerable sum is being spent in making improvements and additions to the mills, and one is the use of electricity for power purposes.

LARGE SUGAR MERGER CONSUMMATED

The United States Food Production Corporation announced that it had purchased the Sugar Products Company, the Pure Cane Malosses Company of the United States, the Pure Cane Molasses Company of Canada, the British Molasses Company of Great Britain, and the Tree Company, Limited, of Great Britain. The entire purchase price was said to have been paid in cash.

The Tree Company owns five ocean tank steamers under the British flag, and the Sugar Products Corporation has a fleet of its own of twenty ships of various sizes.

MINISTER WILL LEAVE FOR COAST ABOUT SEPT. 20

The Hon. C. C. Ballantyne, Minister of Marine and Fisheries, expects to leave for Vancouver about Sept. 20.

While here the minister will go thoroughly into the question of harbor improvements and the location of the Canadian National Railways terminal.

Gossip From the B. C. Coast

P. W. Martin, of Chilliwack, has sold his business to Geo. Bradley.

A. G. Irwin has bought out R. Thompson at 1516 Venables Street, Vancouver.

C. W. Hockin, at 1684 Kingsway, Vancouver, has sold out to M. Routhier.

H. H. Gill succeeds H. Hoffman at 1617 Fourth Avenue West, Vancouver.

The store of W. T. Phipps at Strome, Alberta, was destroyed by fire recently.

R. E. Sellwood, of the H. Corby Distillery Co., Ltd., Montreal, is in Vancouver.

F. Barnes has bought C. Mathew's bakery at 522 Broadway East, Vancouver.

Ed. Brown has bought out R. Oben's bakery at 1517 Commercial Drive, Vancouver.

C. E. Campbell has bought the business conducted by R. G. Howe at East Kelowna, B.C.

Hall & Dodd succeed The Okanagan Mission Supply Co., at Okanagan Mission, B.C.

B.C. canned fruit is finding a ready sale in the Orient as well as in the Antipodes.

R. G. Lloyd, grocer at Marpole (formerly Eburne), B.C., has sold his business to A. G. Bell.

F. W. Welsh, of the London Grocery, Vancouver, broke his arm Monday evening when cranking his car.

H. L. McLorie, of the Mount Royal Milling Co., Victoria, is expected back from California this week.

A. J. Chalmers, Vancouver, manager of Donald H. Bain & Co., was a visitor in Seattle last week.

J. Whalley has bought the business in New Westminster conducted by T. Makinsen, at 801 12th Street.

W. Couling has sold out his grocery business at 2179 Hastings Street East, Vancouver, to W. P. Hogg.

H. Kay has bought the business formerly conducted by C. Mulgrew at 149 Gilmour Street, Vancouver.

A. L. Welisch, representing W. T. Welisch & Co., rice brokers, San Francisco, is a visitor in Vancouver this week.

E. G. Jeffries has bought out the grocery business formerly conducted at 1002 Seymour Street, Vancouver, by Mrs. Gagnon.

The grocery store owned by H. F. Chapin at the corner of 12th and Oak Streets, Vancouver, has been bought by Parade & Son.

Oppenheimer Bros., Vancouver, have been appointed brokers for "Scotch Snack," and also "Crosby Molasses" for this territory.

The first shipment since the war of Carr's Old Country biscuits arrived in Vancouver last week. Donald H. Bain & Co., distributing them.

The combined grocery and butcher business of Geo. Haddow, 56th and Victoria Road, South Vancouver, has been purchased by C. E. Summers.

The Pender Harbour, B.C. general store, conducted by R. Donley, Vancouver, B.C., has been bought and will be operated by J. Primeau & Co.

W. J. Agnew, the Godfrey Phillips, Ltd., representative, is spending a week with Oppenhiemer Bros., brokers, Vancouver.

The business of the Manitoba Grocery, corner 13th and Manitoba Streets, Vancouver, will be conducted by Brush & Myhre instead of Myhre and Reading as formerly.

E. D. Dowler, of Martin & Robertson, Vancouver, left recently on a pleasure trip to the Old Country. He expects to travel in Europe till about the first of the year.

J. E. Gibbons has sold his business at English Bay, Vancouver, to Mr. Drummond. We understand that Mr. Drummond was lately with Jeff Davis & Co., at Grand Forks, B.C.

Howard's, Ltd., manufacturers of chocolate bars, toffees, etc., are moving from 331 Dunsmuir Street, Vancouver, to new premises at 1927 2nd Avenue West, Vancouver. Howard's have built a plant there to suit their developing business; the property was bought some time ago anticipating the necessity.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

THE general grocery markets are not much changed this week, prices on the whole being steady and firm. The movement, wholesalers state, is very active in the city, but quiet in the country. The tendency in a number of lines is towards higher prices, teas and rices being particularly strong.

MONTREAL—The markets this week are quite normal with very little change in prices to report. The holiday has had a tendency to make trade somewhat brisk, especially among the fruit and provision trade. There is a feeling of lower prices in the provision market among such commodities as beef, pork, lamb, etc. Eggs and butter hold quite firm, also feeds. Raisins show increase from 2 to 3c per pound over last year's prices. General groceries show very little change with good business in sight. Wholesalers are looking forward to heavy trade as the cooler weather approaches. Spices show increased sales, also tea and coffee in general trade is good and prospects look good for the future.

TORONTO—There are few changes in the grocery markets this week. Prices are generally very firm and the tendency continues to be upward in most instances. There is not much improvement in the sugar situation and refiners still experience difficulty in meeting requirements. Shipments of raws are yet a little slow and some of the refineries have had to cease operations on that account. Quotations on raws for future delivery show sharp advances. Prices to the trade are firm. The market in teas is rapidly progressing to even higher levels. Stocks on spot are becoming narrow and when the sale of teas now being bought by importers come on the market the quotations are bound to be very much higher. Coffees at primary points are a little easier, but stocks on hand here are very low, and the market is strong. Sensational advances in nuts on primary markets are reported and all indications point to very high figures for nuts this fall and winter.

There is a very active demand for spices, with prices strong and unchanged. There is a big export inquiry for canned goods, and dried fruits are in small supply. New apricots will be available about the middle of the month, but prunes will not be here until about October the first. Present prices, f.o.b. California, are very high. Cereals are firm.

In the provision markets there is a tendency towards lower prices on all fresh meats. Both cattle and hogs are selling lower on the live-stock market, and while the heavy exhibition demand has kept fresh meats at steady figures, lower values are inevitable. Eggs are higher and butter and cheese are steady. Smoked meats have not yet been affected by the lower prices prevailing on live hogs.

WINNIPEG—The prevalence of harvesting operations throughout the West has slowed down the movement of business to a considerable extent at the present time, but within these somewhat narrower limits the trade has been satisfactory. A very surprising decline was recorded in coffee during the week, being a decline from two to three cents a pound. Handlers are inclined to look upon this as only a temporary decline, due to American market conditions, as the primary markets do not warrant any changes. Tea is very strong and some dealers are asking higher figures. Rices are also very high, but despite this fact there is a very fair movement of American grades.

In produce lines there is a markedly easier feeling. Receipts of hogs are very light, but despite that fact there is an uncertain feeling in the market that may result in further declines. Lard has declined again as much as two cents. Butter on the other hand, though fairly plentiful in supply, is strong in price.

VANCOUVER—There are a number of changes noted in the market during the week. Fruits and vegetables are plentiful and are showing lower prices. Rice is offered for October delivery at easier prices. Flour has advanced 40 cents a barrel. Tobacco, candy and biscuits also advance. Fresh meats are easier, while smoked meats and butter show slight advances.

QUEBEC MARKETS

MONTREAL, Sept. 3—There are very few changes noted in the market this week, though there is a general feeling of firmness in most lines, that in some instances, such as beans, rice and tea, seems to indicate the possibility of advances. Peanuts and seeded raisins have advanced sharply, while apples and potatoes are somewhat easier.

Increased Demand Noted For Coffee

Montreal.

COFFEE.—With the coming of cooler weather there has been a material increase in the demand for coffee, which has helped in maintaining a very firm market.

Coffee—		
Bogotas, lb	0 45	0 47
Maracaibo, lb.	0 42½	0 44
Jamaica, lb.	0 40	0 43
Mocha (types)	0 44	0 47
Mexican, lb.	0 44	0 46
Rio, lb.	0 37	0 39½
Santos, Bourbon, lb.	0 44	0 47
Santos, lb.	0 43	0 45
Cocoa—		
In 1-lbs., per doz.	....	5 25
In ½-lbs., per doz.	....	2 75
In ¼-lbs., per doz.	....	1 45
In small size, per doz.	....	1 10

Good Movement In All Spices

Montreal.

SPICES.—There is a steady demand for all spices, with no price changes noted.

Allspice	0 20	0 22
Cassia (pure)	0 32	0 35
Cinnamon—		
Rolls	....	0 55
Pure ground	0 35	0 40
Cloves	0 60	0 70
Cream of tartar (French pure)..	0 85	0 90
American high test	0 80	0 85
Ginger	0 30	0 40
Ginger (Cochin or Jamaica)....	....	0 35
Mace	0 80	1 00
Mixed spice	0 30	0 32
Nutmegs, whole	0 60	0 70
Do., ground	0 60	0 65
Pepper, black	0 38	0 40
Pepper, white	0 50	0 55
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 27
Paprika	0 65	0 70
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	1 00	1 10
Cardamon seed, per lb., bulk....	....	2 00
Carraway (nominal)	0 75	0 80
Cinnnamon, China, lb.	....	0 30
Cinnamon, per lb.	....	0 35
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal).....	0 75	0 80
Shredded cocoanut, in pails....	0 21	0 28
Pimento, whole	0 20	0 22

For spices packed in cartons add 4½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

Tea Very Firm; No Advances

Montreal.

TEAS.—There a very brisk business noted in teas, with a firmer feeling growing evident. There are, however, no present indications of advances.

Pekoe, Souchongs, per lb.....	0 45	0 47
Pekoes, per lb.	0 49	0 52
Orange Pekoes	0 56	0 60
Japan Teas—		
Choice (to medium)	0 65	0 75
Early picking	0 65	0 70
Javas—		
Pekoes	0 39	0 41
Orange Pekoes	0 44	0 47
Broken Orange Pekoes	0 40	0 43

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Flour Shows Increased Demand

Montreal.

FLOUR.—There is a marked improvement in the demand for flour, and there is a very firm feeling on the market.

Standard Wheat Flours—		
Straight or mixed cars, 50,000 lbs. on track, per bbl., in (2) jute bags, 98 lbs.	....	11 00
Per bbl., in(2)cotton bags, 98 lbs.	....	11 15
Small lots, per bbl. (2) jute bags, 98 lbs.	....	11 30
Winter wheat flour (bbl.)	11 00	11 50

Big Demand For Feeds

Montreal.

FEEDS.—Despite the high prices there is a very brisk demand for feeds, which remain firm at the new prices quoted last week.

Shorts—		
Mixed cars	....	55 00
Bran—		
Mixed cars	....	45 00
Crushed oats	60 00	68 00
Barley chop	60 00	70 00
Special, middlings	....	50 00
Feed flour (98 lbs. sack)	3 50	3 75
Gluten Feed (22% Protein)—		
F.O.B. Cardinal	....	56 50
F.O.B. Fort William	....	55 00

Apples Quoted At Lower Figures

Montreal.

FRUIT.—Heavier arrivals of Canadian apples on the market have resulted in lower prices.

Apples—		
Hampers	2 50	3 00
Barrels, No. 1	6 50	7 00
Duchess, No. 2	5 50	6 00
Yellow Transparent Strawberry	4 50	5 00
Apricots, box	....	3 25
Bananas (as to grade), bunch....	5 00	6 00
Blueberries, qt.	....	0 30
Do., (11 baskets)	....	3 75
Canteloupes, doz.	....	2 75
Grapefruit (fancy Porto Rico)..	4 50	5 50
Grapes (basket, 30 lbs.)	....	4 00
Lemons, Messina	6 00	7 00
Melons (Montreal), doz.	20 00	25 00
Watermelons, each	0 65	0 75
Pears, California, (110 size)	4 75	5 00
Peaches, California (box)	....	1 75
Plums, box	2 75	3 00
Oranges, Cal., Valencias	6 50	7 00
Do., 150	....	4 50
Do., 176	....	5 00
Do., 200-216	....	5 00
Blood oranges	....	4 50

Hay and Oats Remain Unchanged

Montreal.

HAY AND OATS.—There has been no change in these lines recorded during the week.

Good, No. 1, per 2,000-lb. ton	....	25 00
Do., No. 2	....	23 00
Do., No. 3	22 00	21 00
Straw	....	11 00
Oats—		
No. 2 C.W. (34 lbs.)	....	1 03
No. 3 C.W.	....	1 01½
Extra feed	....	1 02
No. 1 feed	....	1 00
No. 2 feed	....	0 98
Barley—		
No. 3 extra Ontario	....	1 57
No. 3	....	1 56

Note—These prices are at elevator and bags and bagging are not included.

Potatoes Show Slight Decline

Montreal.

VEGETABLES.—There is a slight decline noted in some vegetables this week—potatoes declining slightly, turnips and tomatoes are also easier.

Beans, new string, Montreal, 20-lb. bag	....	1 25
Beets, new, doz. (Montreal)	....	0 40
Cucumbers (Montreal), doz.	0 20	0 25
Chickory, doz.	....	0 75
Cauliflower (Montreal), doz.	1 50	2 00
Cabbage (Montreal), doz.	....	0 75
Carrots (new), doz.	0 15	0 20
Celery, doz.	....	1 00
Corn (per bag, doz.)	0 15	0 20
Cabbage (Montreal), doz.	....	0 75
Lettuce (curly), doz.	....	0 25
Lettuce (curly), box	....	0 15
Lettuce (Montreal), head	....	0 50
Leeks	....	1 50
Mint	....	0 30
Mushrooms, lb.	....	1 75
Basket (about 3 lbs.)	....	4 00
Onions, Texas, hamper	....	4 00
Yellow, 95-lb. sack	....	7 00
Do., Red (bunches), doz.	....	1 00
Parsley (Canadian)	....	0 20
Potatoes, Montreal (90-lb. bag)..	....	2 50
Radishes, doz.	....	0 25
Rhubarb, doz.	....	0 25
Spinach, box	....	0 75
Turnips, Quebec, bag	....	1 50
Do., new, doz.	....	0 40
Tomatoes (Montreal), 30-lb. box	....	1 00
Do., hothouse, lb.	....	0 28

Sugar Deliveries Are Satisfactory

Montreal.

SUGAR.—The refineries have still more business than they are able to handle, but the situation does not show a more serious aspect than it has for some time past and deliveries are fairly satisfactory.

Atlantic Sugar Company, extra granulated sugar, 100 lbs.	10 50
Acadia Sugar Refinery, extra granulated	10 50
St. Lawrence Sugar Refinery	10 50
Canada Sugar Refinery	10 40
Dominion Sugar Co., Ltd., crystal granulated	10 50
Icing, barrels	10 70
Icing, 25-lb. boxes	11 10
Icing, 50-lb. boxes	10 90
Do., 1-lb.	12 20
Yellow, No. 1	10 10
Yellow, No. 2 (Golden)	10 00
Yellow, No. 3	9 90
Powdered, barrels	10 60
Powdered, 50s	10 80
Powdered, 25s	11 08
Cubes and Dice (asst. tea), 100-lb. boxes.	11 10
Do., 50-lb. boxes	11 20
Do., 25-lb. boxes	11 30
Do., 2-lb. pack	11 50
Paris lumps, barrels	10 55
Paris lumps (100 lbs.)	13 65
Paris lumps ('0-lb. boxes)	10 75
Paris lumps (25-lb. boxes)	10 95
Paris lumps (cartons, 5-lb.)	11 70
Do. (cartons, 2-lb.)	12 45
Crystal diamonds, barrels	11 10
Crystal diamonds (boxes 100 lbs.)	11 20
Crystal diamonds (50-lb. boxes)	11 30
Crystal diamond (25-lb. boxes)	11 50
Demarar light, per lb.	0 10

No Change In Canned Goods

Montreal.

CANNED GOODS.—There is a steady, but quiet market in all lines of canned goods. No changes are noted this week.

Canned Vegetables—		
Asparagus (Amer.) mammoth green, doz.	....	5 75
Asparagus, imported (2½s)..	4 85	5 25
Beans, Golden Wax	1 95	2 00
Beans, Refugee	....	1 75
Beets, new sliced, 2-lb.	....	0 95
Corn (2s)	2 10	2 35
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 25	7 50
Spinach, 3s	....	2 85
Spinach, California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Tomatoes, 1s	0 95	1 00
Tomatoes, 2s	....	1 50
Tomatoes, 2½s	....	2 10
Tomatoes, 3s	....	2 15
Tomatoes, gallons	6 00	7 02½
Pumpkin, 2½'s (doz.)	....	1 10
Pumpkins, gallons (doz.)	....	3 25
Peas, Standards	1 85	1 90
Peas, early June	1 92½	1 97½
Peas, extra fine, 2s	....	3 00
Do., fancy, 20 oz.	....	1 57½
Potatoes, Can. sweet, 2½-lb tins	....	....
Do., 2-lb. tins	....	2 75
Olives (in bls. 49 wine gals.), gal.	....	1 35
Canned Fruits—		
Apples, 2½s, doz.	1 40	1 65
Do., 3s, doz.	1 80	1 95
Do., gallons, doz.	....	5 25
Blueberries, 2s	....	2 40
Currants, black, 2s, doz.	....	4 65
Do., gallons, doz.	....	16 00
Cherries, red, pitted, heavy syrup, doz.	4 40	4 50
Cherries, white, pitted	4 40	4 50
Gooseberries, 2s, heavy syrup, doz.	....	4 65
Do., 2s (pails)	2 77½	2 80
Peaches, 20 oz., doz.	....	....
Do., No. 2	2 80	3 00
Do., 2½ (best)	3 75	4 00
Pears, 2s	2 50	2 90
Do., 2½s	....	3 25
Do., 2s (light syrup)	....	1 90
Pineapples (grated and sliced), 2s	....	3 60
Do., 2½s	....	4 50
Plums—Lombard	2 00	2 20
Gages, Green, 2s	....	2 45
Do. (light syrup, 2s	....	2 00
Raspberries, 2s, black or red, heavy syrup	....	4 65
Do., 2½s	....	....
Strawberry, 2s, heavy syrup	....	4 65
Canned Fish—		
Salmon—		
Chums, 1-lb. talls	....	2 15
Do., ½s, flat	....	1 12½
1 lb. talls, cases 4 doz., per doz.	4 50	4 80
Pinks, 1-lb. flat	....	2 25
Pinks, 1-lb. talls	2 60	2 75
Pale, ½-lb., doz.	....	1 87½
Pale, 1 lb., doz.	....	2 37½
Pinks, ½-lb., doz.	....	1 62½
Cohoes, 1-lb. talls	....	3 75
Cohoes, 1-lb. flats	....	2 25
Cohoes, ½ lbs., flat	....	1 75
Red Springs, 1-lb. talls	4 00	4 60
Red Springs, ½ lb.	....	2 45
White Springs (1s)	....	2 30
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	....	2 25
Labrador salmon, 1-lb. flat	....	3 60
Alaska, red, 1-lb. tall	....	4 50
Pilchards, 1-lb. talls	1 90	2 00
Whale Steak, 1-lb. flat	....	1 90
Herrings, kippers, dz. (4 dz. case)	....	2 25
Herrings (tomato sauce), doz.	2 25	2 50
Haddies (lunch) (½-lb.)	....	1 00
Haddies, chicken (4 doz. to case), doz.	2 25	2 35
Canadian sardines (case)	6 25	6 75
Norwegian sardines, per case of 100 (¼s)	....	25 00
Oysters (Canned)—		
5 oz., doz.	....	2 60
10 oz., doz.	....	4 20
Lobsters, ¼-lb. doz.	3 00	3 10
Do., ½-lb. tins, doz.	....	5 10
Do., 1-lb. talls	....	8 25
Do., ¾-lb., doz.	....	6 00
Do., 1-lb. flats	....	8 25
Lobster paste, ½-lb. tins	....	3 50
Sardines (Amer. Norweg'n style)	....	14 50
Sardines (gen. Norwegian)	....	25 00
Sardines—Canadian brands (as to quality), case	6 25	17 50
Sardines, French	....	32 00
Scallops, 1-lb., doz.	....	8 25
Do., Eastern trade	....	2 65
Do., Winnipeg and Western	....	2 85
Scotch Snack, No. 2, doz.	....	4 50
Shrimps, No. 1	2 25	2 50
Crabs, No. 1 (cs 4 doz.)	....	6 75
Crab meat (Japanese), doz.	....	6 50
Clams (river) (1 lb.), doz.	....	1 90
Scotch Snack, No. 1, dz., Montreal	....	2 50

Firm Undertone To Bean Market

Montreal.

BEANS.—There continues to be a very brisk demand for Canadian beans, and there is generally a very firm undertone to the white bean market.

Canadian, hand-picked, bush.	5 40	5 70
British Columbia	....	5 00
Brown Beans	3 50	4 00
Japanese	4 50	4 60
Yellow Eyes	....	5 50
Lima, per lb. (as to quality)	0 10	0 12
Kidney beans	6 00	6 50
Peas, white soup, per bushel	3 25	3 50
Peas, split, new crop (98 lbs.)	....	6 50
Peas (blue)	0 08	0 09

Syrups and Molasses In Brisk Market

Montreal.

SYRUPS AND MOLASSES.—There is a brisk business recorded on syrups and molasses, but no changes in quotations.

Corn Syrups—		
Barrels, about 700 lbs., per lb.	....	0 08¼
Half bbls.	....	0 08½
Kegs	....	0 08¾
2-lb. tins, 2 doz. in case, case	....	5 45
5-lb. tins, 1 doz. in case, case	....	6 05
10-lb. tins, ½ doz. in case, case	....	5 75
20-lb. tins, ¼ doz. in case, case	....	5 70
2-gal. 25-lb. pails, each	....	2 60
3-gal. 38½-lb. pails, each	....	3 85
5-gal. 65-lb. pails, each	....	6 25
White Corn Syrup—		
2-lb. tins, 3 doz. in case, case	....	5 95
5-lb. tins, 1 doz. in case, case	....	6 55
10-lb. tins, ½ doz. in case, case	....	6 25
20-lb. tins, ¼ doz. in case, case	....	6 20
Cane Syrup (Crystal) Diamond—		
2-lb. tins, 2 doz. in case, per cs.	....	7 50
Barrels, per 100 lbs.	....	10 00
Half barrels, per 100 lbs.	....	10 25
Glucose, 5-lb. cans (case)	....	4 80

	Prices for Island of	Montreal
Barbadoes Molasses—		
Puncheons	0 98	1 03
Barrels	1 01	1 06
Half barrels	1 03	1 08
Antigua Molasses—		
Puncheons	....	0 95
Barrels	....	0 98
½ barrels	....	1 00

Note—Prices on molasses to outside points average about 3c per gallon less.

Maple Products Remain Unchanged

Montreal.

MAPLE SYRUP AND SUGAR.—There is no change in the market for these commodities.

Maple Syrup—		
13½-lb. tins (each) (nominal)	2 50	2 60
10-lb. cans, 6 in case, per case	15 10	20 15
5-lb. cans, 12 in case, per case	17 10	21 05
2½-lb. cans, 24 in case, per case	18 50	21 30
Maple Sugar (nominal), small lots	0 27	0 32
Honey, Clover—		
Comb (fancy)	....	0 30
Comb (No. 1)	....	0 26
In tins, 60 lbs., per lb.	....	0 26
30-lb. pails	....	0 27
10-lb. pails	....	0 28
5-lb. pails	....	0 28
Buckwheat, 6-lb. tins, lb.	0 19	0 20

Peanuts Show Some Advances

Montreal.

NUTS.—With the exception of peanuts there have been no changes in the quotation on nuts during the week. No. 1 Spanish advanced 3c lb., and No. 1 Spanish salted, 4 cents.

Almonds, per lb.	....	0 28
Almonds (shelled)	0 57	0 60
Almonds (Jordan)	....	0 70
Brazil nuts (new)	0 28	0 33
Brazil nuts (medium)	0 15	0 17
Filberts (Sicily), per lb.	0 29	0 31
Filberts, Barcelona	0 26½	0 30
Hickory nuts (large and small), lb.	0 10	0 15
Pecans (new Jumbo), per lb.	0 32	0 35
Peanuts—		
Jumbo	0 20	0 23
Fancy	0 16	0 17
Extras	0 12	0 14
Shelled, No. 1, Spanish	0 25	0 26
Salted Spanish, per lb.	0 29	0 30
Shelled, No. 1 Virginia	0 16½	0 18
Do., No. 2	....	0 14
Peanuts (salted)—		
Fancy wholes, per lb.	....	0 38
Fancy splits, per lb.	....	0 33
Pecans (new Jumbo), per lb.	0 32	0 35
Pecans, large, No. 2, polished	0 32	0 35
Pecans, New Orleans, No. 2	0 21	0 24
Pecans, "paper shell," extra large Jumbo	....	0 60
Walnuts (Grenoble)	0 29	0 35
Walnuts (new Naples)	0 23	0 25
Walnuts (shelled)	....	0 90
Walnuts (Spanish)	0 30	0 33

Note—Jobbers sometimes make an added charge to above prices for broken lots.

Rices Firm; Prices Unchanged

Montreal.

RICE.—There is a very firm tendency noted in all grades of rice, but no changes in prices have been received during the week.

Carolina	....	17 00
Honduras	....	18 00
Siam No. 2	....	13 00
Siam (fancy)	....	12 00
Rangoon "B"	....	13 00
Rangoon CC	....	12 75
Mandarin	....	13 75
Pakling	....	13 00
Patna	0 14	0 15
Japan	....	0 16
Broken rice, fine	7 00	7 50
Do., coarse	....	8 50
Tapioca, per lb. (seed)	0 15	0 16
Tapioca (pearl)	0 15	0 16
Tapioca (flake)	0 12½	0 13

Note.—The rice market is subject to frequent change and the price basis is quite nominal.

Seeded Raisins Advance Sharply

Montreal.

DRIED FRUITS.—There has been a big advance in seeded raisins ranging from 2½ to 3 cents over last year's prices; otherwise, there are no changes to record.

Apricots, slabs	....	0 25
Apples (evaporated)	....	0 22
Peaches (fancy)	....	0 27
Faced	0 19	0 20
Choice	0 20	0 24
Extra choice	0 21	0 24
12 oz., per pkge.	0 16	0 18
Pears	....	0 25
Drained Peels (old)—		
Citron	....	0 45
Lemon	....	0 36
New—Lemon	0 41	0 42
Orange	0 48	0 44
Citron	0 59	0 60
Raisins—		
Bulk, 25-lb. boxes, lb.	0 18	0 23
Muscatels, 2 crown	....	0 16
Do., 3 crown	....	0 18
Cal. seedless, cartons, 16 oz.	....	0 23
Choice seeded, 12 oz.	....	0 14
Fancy seeded, 16 oz. pkgs.	....	0 14
15 oz.	....	0 18
11 oz.	....	0 15
Choice seeded, 15 oz.	....	0 16
Seedless, 15 oz. pkg.	....	0 23
Currants, old pack, 15 oz.	0 27½	0 28
Currants (Amarites), loose	....	0 27½
Dates, Excelsior, per case (36-10s)	....	6 25
Packages only	0 19	0 20
Do., Dromedary (36-10 oz.)	....	7 25
Packages only, Excelsior	....	0 20
Do., Dromedary	....	0 22
Figs (layer), 10-lb. boxes	2 60	3 00
Figs, white (70 4-oz. boxes)	....	5 40
Do. (28 8-oz. boxes)	....	3 50
Do. (12 10-oz. boxes)	....	2 20
Figs, Spanish (cooking), 22-lb. boxes	....	0 14
Prunes (25-lb. boxes)—		
30-40s	....	0 32
60-70s	....	0 25
70-80s (25-lb. box)	....	0 22
80-90s	....	0 19

90-100s	0 15	0 17
100-120s	....	0 14
Peels—		
Orange	....	0 37
Cut mixed (1-lb. cartons), doz.	4 10	4 80
In 36 ls, case	....	12 75
Cut, 10-lb. boxes (lb.)	....	0 48

Cereals in Demand; No Price Changes

Montreal.

CEREALS.—There is a brisk demand noted for rolled oats and other cereals this week, but up to the present no changes have been noted.

Self-raising Flour—		
3-lb. pkgs., doz.	....	2 90
6-lb. pkgs., doz.	....	5 70
Cornmeal, Gold Dust	....	6 00
Golden	....	5 75
Barley, pearl	5 75	6 00
Barley, Pot, 98 lbs.	5 00	5 25
Barley (roasted)	....	7 50
Buckwheat flour, 98 lbs.	5 50	6 00
Cornflour, white	....	6 00
Rice flour	8 75	9 00
Hominy grits, 98 lbs.	5 75	6 00
Hominy, pearl, 98 lbs.	6 50	7 25
Graham flour	5 75	5 90
Oatmeal (standard - granulated and fine)	6 00	6 30
Oatmeal, fine cut, in pkgs., c/s..	....	4 60
Peas, Canadian, boiling, bush....	4 00	5 50
Split peas (per 98 lbs)	6 00	6 50
Rolled oats, 90-lb. bags	5 25	5 50
Rolled oats (family pack.), case	....	5 60
Rolled oats (small size), case...	....	2 00
Oat flakes (case 20 pkgs.)	....	5 30
Rolled wheat (100-lb. bbls.)	7 10	8 00
Porridge Wheat—		
Packages, 36 in case	....	6 00
Packages, 20 in case (family pack.)	....	5 80
Puffed wheat, c/s	....	4 25
Puffed Rice	....	5 25
Wheat Food, 18, 1½s	....	3 25
Tapioca flour, lb.	0 15	0 16

ONTARIO MARKETS

TORONTO, Sept. 5—The markets in general grocery commodities this week are strong with the tendency in most cases towards higher levels. Changes in prices are few, but there is a very active demand for all lines. There is not much improvement in the sugar situation and deliveries are still much behind. Teas, coffees and rices are all very high and the market in them is likely to see even higher levels.

Sugar Quotations Firm and Steady

Toronto.

SUGAR.—According to Willett and Gray's sugar trade journal, the shipments of Cuban raws have not yet got back to normal, following the interference caused by the shipping strike of a month ago, along the Atlantic seaboard, Shipments, however, in the past week, show increase, but as far as Canadian refineries are concerned there is not much change in the situation. Stocks of raws are at a very low point, and in some instances are nil. Deliveries of refined sugars are away behind, but the market prices here have not changed. Quotations on the raws are very strong. The movement is not at all heavy, but usual shortage or inability to secure supplies is reported by the people of Toronto. In some districts, it is said, there is no sugar.

St. Lawrence, extra granulated	10 71
Atlantic, extra granulated	10 71
Acadia Sugar Refinery, extra granulated.	10 71
Can. Sugar Re'nery, extra granulated....	10 61
Dom. Sugar Refinery, extra granulated..	10 16

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis; 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c: gunnies, 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2s, 55c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 70c. Yellows same as above.

Syrups and Molasses Selling Steady

Toronto.

SYRUPS, MOLASSES.—There is no change in the market for syrups and molasses. Prices are steady and firm. The demand is quiet at this time.

Corn Syrups—		
Barrels, about 700 lbs., yellow, per lb.	....	$0 08¼
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case	....	5 95
Cases, 5-lb. tins, white, 1 doz. in case	....	6 55
Cases, 10-lb. tins, white, ½ doz. in case	....	6 25
Cases, 2-lb. tins, yellow, 2 doz. in case	....	5 45
Cases, 5-lb. tins, yellow, 1 doz. in case	....	5 85
Cases, 10-lb. tins, yellow, ½ doz. in case	....	5 75
Cane Syrups—		
Barrels and half barrels, lb...	0 08	....
Half barrels, ¼c over bbls.; ¼ bbls., ½c over.		
Cases, 2-lb. tins, 2 doz. in case	....	7 00
Molasses—		
Fancy, Barbadoes, barrels	1 10	1 15
Choice Barbadoes, barrels....	....	1 00
West India, bbls., gal.	....	0 44
West India, No. 10, kegs	....	6 50
West India, No. 5, kegs	....	3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	4 90
Tins, 3-lb. table grade, case 2 doz., Barbadoes	....	6 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	5 30
Tins, 10-lb., ½ doz. to case, Barbadoes	....	5 20
Tins, No. 2, baking grade, case 2 doz.	3 50	4 00
Tins, No. 3, baking grade, case of 2 doz.	4 70	6 50
Tins, No. 5, baking grade, case of 1 doz.	3 75	6 20
Tins, No. 10, baking grade, case of ½ doz.	3 60	6 00
West Indies, 1½s, 48s	4 60	6 95

Packaged Goods Are Unchanged

Toronto.

PACKAGE GOODS.—Quotations on all package lines are holding firm. Rolled oats are unchanged. Demand for the same is very active. Corn flakes are selling well at steady figures. Other packaged lines have a brisk inquiry with no changes in prices.

PACKAGE GOODS

Rolled Oats, 20s round, case	....	$5 60
Do., 20s square, case	5 10	5 60
Do., 36s, case	....	4 00
Do., 18s, case	....	2 00
Corn Flakes, 36s, case	4 00	4 25
Shredded Wheat, 36s, regular, case	....	4 50
Porridge Wheat, 36s, regular, case	....	6 00
Do., 20s, family, case	....	5 80
Cooker Package Peas, 36s, case..	....	3 60
West Indies, 1½s, 48s	4 60	6 95
Cornstarch, No. 1, lb, cartons..	0 11½	0 11¾
Do., No. 2, lb. cartons	....	0 10¼
Laundry starch	....	0 10
Laundry starch, in 1-lb. cartons	....	0 12
Do., Do., in 6-lb. tin canisters	....	0 13¼
Do., Do., in 6-lb. wood boxes	....	0 13¼
Potato Flour, in 1-lb. pkgs.	....	0 16
Fine oatmeal, 20s	....	5 60
Cornmeal, 24s	....	3 65
Farina, 24s	....	2 35
Barley, 24s	....	2 35
Wheat flakes, 24s	....	5 40
Wheat kernels, 24s	....	4 50
Self-rising pancake flour, 24s....	....	3 30
Buckwheat flour, 24s	....	3 30

Active Inquiry For Canned Goods

Toronto.

CANNED GOODS.—There is a very active inquiry for export for all canned fruits and vegetables, a factor that tends to keep prices for domestic requirements very strong. Salmon continues to sell well. There is very little canned lobster on the market. Some dealers are quoting the half pound tins at $6 per dozen. Canned peas are selling freely, and the new pack of tomatoes is likely to be a heavy one. There is still some American corn being sold on this market.

Salmon—		
Sockeye, 1s, doz.	....	4 75
Sockeye, ½s, doz.	....	2 95
Alaska reds, 1s, doz.	4 25	4 50
Do., ½s	....	3 00
Chums, 1-lb. talls	2 35	2 60
Do., ½s, doz.	1 35	1 45
Pinks, 1-lb. talls	2 35	2 60
Do., ½s, doz.	1 35	1 50
Cohoes, ½-lb. tins	2 00	2 10
Cohoes, 1-lb. tins	3 75	3 90
Red Springs, 1-lb. talls	3 75	4 25
White Springs, 1s, dozen	2 30	2 35
Lobsters, ½ lb., doz.	....	6 00
Do., ¼-lb. tins	....	....
Whale Steak, 1s flat doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	2 10
Canned Vegetables—		
Beets, 2is, dozen	....	1 95
Tomatoes, 2½s, doz.	....	2 25
Peas, standard, doz.	1 97½	2 02½
Peas, early June, doz.	2 12½	2 17½
Do., Sweet Wrinkle, doz.	2 40	2 45
Do., extra sifted, doz.	2 77½	2 82½
Beans, golden wax, doz.	....	....
Asparagus, tins, doz.	3 85	4 25
Asparagus butts, 2½s, doz.	....	2 50
Canadian corn	....	....
Corn, American, 2s, doz.	2 15	2 25
Pumpkins, 2½s, doz.	....	1 25
Spinach, 2s, doz.	....	1 90
Do., 2½s, doz.	2 52½	2 80
Do., 10s, doz	....	10 00
Pineapples, sliced, 2s, doz.	....	....
Do., shredded, 2s, doz.	....	....
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 52½
Do., standard, 10s, doz.	....	5 00
Apples, gal., doz.	....	....
Peaches, 2s, doz.	....	2 87½
Pears, 2s, doz.	2 35	2 87½
Plums, Lombard, 2s, doz.	....	2 40
Do., Green Gage	....	....
Cherries, pitted, H. S.	4 35	4 40
Raspberries, 2s, H.S.	4 65	4 75
Strawberries, 2s, H.S.	....	5 25
Blueberries, 2s	2 10	2 35
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Jams—		
Apricot, 4s, each	....	0 90
Black currants, 16 oz., doz.	....	4 50
Do., 4s, each	....	1 10
Gooseberry, 4s, each	....	0 84
Peach, 4s, each	....	0 88
Red currants, 16 oz., doz.	....	3 45
Raspberries, 16 oz., doz.	....	4 50
Do., 4s, each	....	1 10
Strawberries, 16 oz., doz.	....	4 50
Do., 4s, each	....	1 15

Prices of Raisins Will be High

Toronto.

DRIED FRUITS.—Prices on the old crop of raisins are unchanged, but very firm. Quotations on the new crop will be very high, on the basis of the opening

figures announced last week. The heavy inquiry for European account will keep prices very strong. Only limited quantities of the small sizes of prunes are available, and there are no apricots or dried peaches on the market. Grecian currants are now coming forward, and prices of the same are very firm.

Apricots, unpitted	....	....
Do., fancy, 25s	....	....
Do., choice, 25s	....	....
Do., standard, 25s	....	....
Candied Peels, American—		
Lemon	....	0 44
Orange	....	0 48
Citron	0 47	....
Currants—		
Grecian, per lb.	0 22	0 23
Australians, 3 Crown, lb.	0 22	0 23
Dates—		
Excelsior, pkgs., 3 doz. in case	....	6 50
Dromedary, 3 doz. in case	....	7 50
Figs—		
Taps, lb.	....	....
Malagas, lb.	....	....
Comadre figs, mats, lb.	....	....
Smyrna figs, in bags	0 18	0 19
Cal., 4 oz. pkgs., 70s, case	....	5 00
Cal., 8 oz., 20s, case	....	3 25
Cal., 10 oz., 12s, case	....	2 25
Prunes—		
30-40s, per lb.	....	....
40-50s, per lb.	....	....
50-60s, per lb.	....	....
60-70s, per lb.	....	0 26½
70-80s, per lb.	....	....
80-90s, per lb.	....	....
90-100s, per lb.	....	....
100-120s, per lb.	....	0 15½
Peaches—		
Standard, 25-lb. box, peeled	....	0 20
Choice, 25-lb. box, peeled	....	0 23
Fancy, 25-lb. boxes	....	0 24
Practically peeled, 25-lb. boxes	....	0 22½
Extra choice, 25-lb. box, peeled	....	0 26
Raisins—		
California bleached, lb.	....	....
Extra fancy, sulphur, blch., 25s	....	....
Seedless, 15-oz. packets	....	0 22
Seeded, fancy, 1-lb. packets	....	....
Seeded, 15-oz. packets	....	0 17
Seedless, Thompson's, bulk	....	0 20
Seedless, 16-oz. packets	....	0 20
Crown Muscatels, 25s	0 15¾	0 17

Prices of Cereals Hold Steady

Toronto.

CEREALS. — Cereal quotations are steady and firm. There is a brisk inquiry for all cereals. Rolled oats are in better demand, and corn meal is selling well at the recent advance.

	Single Bag F.o.b.	Lots Toronto
Barley, pearl, 98s	5 50	6 00
Barley, pot, 98s	4 25	4 50
Barley Flour, 98s	....	4 50
Buckwheat Flour, 98s	7 25	8 00
Cornmeal, Golden, 98s	5 75	6 50
Do., fancy yellow, 98s	5 75	6 50
Hominy grits, 98s	....	5 25
Hominy, pearl, 98s	5 00	5 25
Oatmeal, 98s	....	6 25
Oat Flour	....	4 50
Rolled oats, 90s	....	5 75
Rolled Wheat, 100-lb. bbl.	6 50	7 00
Breakfast Food No.1	....	6 15
Do. No. 2	....	6 15
Rice flour, 100 lbs.	....	10 00
Linseed meal, 98s	....	6 75
Peas, split, 98s	....	6 50
Blue peas, lb.	....	0 10

Tendency in Teas is Still Upward

Toronto.

TEAS.—The market in tea is steadily progressing to higher levels. Stocks held on spot are rapidly becoming depleted. For a long time the Canadian market has been the dumping ground for great quantities of teas. Now these are fast disappearing, and the strong prices prevailing on Indian and Ceylon teas at primary points, will render quotations on new teas very high. Spot prices on teas are unchanged this week.

Ceylons and Indians—		
Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 56
Broken Pekoes	0 56	0 58
Broken Orange Pekoes	0 58	0 60
Javas—		
Broken Orange Pekoe	0 58	0 65
Broken Pekoes	0 40	0 45
Japans and Chinas—		
Early pickings, Japans	0 53	0 55
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

Spot Coffees in Light Supply

Toronto.

COFFEES.—The market for coffees at primary points has been slightly easier in the past week. Spot quotations are unchanged as far as this market is concerned. Stocks on hand here are not at all heavy. The trade is awaiting Brazilian developments. Just what damage reported frosts have done the crop there, is not definitely known. There is a good demand for all coffees, but the mild coffees are in small supplies.

Java, Private Estate	0 55	0 57
Java, Old Government, lb.	0 52	0 57
Bogotas, lb.	0 52	0 57
Guatemala, lb.	0 48	0 52
Mexican, lb.	....	0 52
Maracaibo, lb.	0 47	0 50
Jamaica, lb.	0 47	0 49
Blue Mountain Jamaica	0 52	0 57
Mocha, Arabian, lb.	0 57	0 59
Rio, lb.	0 37	0 39
Santos, Bourbon, lb.	0 47	0 50
Ceylon, Plantation, lb.	....	
Chicory, lb.	0 30	0 32
Cocoa—		
Pure, lb.	....	0 31
Sweet, lb.	....	0 31

Quotations on Nuts Still Advancing

Toronto.

NUTS.—The market for nuts continues to advance. New quotations on French walnuts, shelled, show sharp increases at primary points, representing a gain of five cents per pound. Almonds too, are higher to the same extent. The trend in peanuts is also upward, wholesalers now asking 22 cents per pound for Spanish peanuts. Brazils are unchanged but very firm, as are also filberts.

Almonds, Tarragonas, lb.	0 28	0 32
Butternuts, Canadian, lb.	....	0 08
Walnuts, California, lb.	0 40	0 42
Walnuts, Grenobles, lb.	0 34	0 35
Walnuts, Bordeaux, lb.	0 28	0 30
Filberts, lb.	0 23	0 24
Pecans, lb.	....	0 30
Cocoanuts, Jamaica, sack	....	10 00
Cocoanut, unsweetened, lb.	....	0 36
Do., sweetened, lb.	....	0 43
Peanuts, Jumbo, roasted	0 18	0 19
Brazil nuts, lb.	0 21	0 22
Shelled—		
Almonds, lb.	0 62	0 65
Filberts, lb.	0 50	0 55
Walnuts, lb.	0 88	0 90
Peanuts, Spanish, lb.	....	0 22
Do., Chinese, 30-32 to oz.	0 16	0 18
Brazil nuts, lb.	....	0 88

Heavy Demand For All Spices

Toronto.

SPICES.—There is a very heavy demand for all kinds of spices just now, with prices holding very firm, but unchanged as compared with last week. Cloves are quoted at from 70 to 75 cents per pound. Peppers are from 40 to 43 cents for black pepper and from 50 to 53 cents for the white. Supplies of cream of tartar are somewhat improved, but the prices are still very firm.

Allspice	0 19	0 21
Cassia	0 33	0 40
Cinnamon	0 35	0 50
Cloves	0 70	0 75
Cayenne	0 33	0 37
Ginger	0 28	0 38
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 32	0 38
Pickling spices	0 22	0 30
Mace	0 90	1 10
Peppers, black	0 40	0 43
Peppers, white	0 50	0 53
Paprika, lb.	0 60	0 70
Nutmegs, selects, whole, 100s	0 45	0 50
Do., 80s	....	0 55
Do., 64s	0 60	0 65
Mustard seed, whole	0 40	0 45
Celery seed, whole	....	0 75
Coriander, whole	0 25	0 30
Carraway seed, whole	0 40	0 50
Tumeric, whole	0 25	0 27
Cream of Tartar—		
French, pure	....	0 80
American high test, bulk	0 75	0 80
2-oz. packages, doz.	....	1 75
4-oz. packages, doz.	....	3 25
8-oz. tins, doz.	....	6 75

Rices Continue Upward Trend

Toronto.

RICES.—Spot quotations on rices are firm and unchanged. The tendency is steadily higher, as indicated by recent quotations on blue rose rice, f.o.b. New Orleans, at 12½ cents, and of Texas fancy at 14½ cents. The better quality rices on spot are very scarce. Tapioca too, is very firm and strong at last week's advance.

Texas, fancy, per 100 lb.	17 50	18 00
Blue Rose, Texas, per 100 lbs.	....	18 00
Honduras, fancy, per 100 lbs.	....	....
Siam, fancy, per 100 lbs.	15 00	16 00
Siam, second, per 100 lbs.	13 50	14 50
Japans, fancy, per 100 lbs.	....	17 00
Do., seconds, per 100 lbs.	13 00	14 00
Chinese ,XX., per 100 lbs.	....	....
Do., Simiu	....	16 00
Do., Mujin, No. 1	....	16 00
Do., Pakling	....	14 00
White Sago	0 13¼	0 13½
Tapioca, per lb.	0 14½	0 15½

Honey and Maple Syrup Firm

Toronto.

HONEY, MAPLE SYRUP. — No changes are reported in the market for honey or maple syrup. Dealers are trying to buy new crop honey at from 18 to 20 cents, but are not getting much at the former figure. Growers are holding out for a higher price. There is a moderate demand for both honey and maple syrup.

Honey, Clover—		
5-lb. tins	....	0 24
2½s tins	....	0 25
10-lb. tins	....	0 24
60-lb. tins	....	0 24
Buckwheat, 50-lb. tins, lb.	....	0 18
Comb, No. 1, fancy, doz.	....	....
Do., No. 2. doz.		
Maple Syrup—		
8½-lb. tins, 10 to case, case		17 00
Wine qt. tins, 24 to case, case		16 00
Wine ½ gal. tins, 12 to case, case		15 00
Wine 1 gal. tins, 6 to case, case		14 00
Imperial 5 gal. cans, 1 to case, case		14 00
Maple Sugar—		
50 1-lb. blocks to case, lb.	....	0 29

Demand For Beans a Little Slow

Toronto.

BEANS.—Quotations are steady on

beans, with a limited inquiry for the same. Indications point to a good crop this season. Demand is a little slow just at this time.

Ontario, 1-lb. to 2-lb. pickers, bus.	....	$5 00
Do., hand-picked, bus.	5 50	5 75
Japanese Kotenashi, per bush.	....	4 50
Rangoons, per bushel	....	3 00
Limas, per lb.	....	0 12½

Canadian Peaches Arriving Freely

Toronto.

FRUITS.—Canadian peaches are beginning to arrive freely, but quotations are yet at rather high levels. The variety coming forward consists largely of the early Crawfords. The large open face baskets are quoted at from $1.25 to $1.75, and the six quart baskets at from 65c to $1.10. The large flats are from 90 cents to $1.50, and the small ones from 50 to 75 cents. Large baskets of plums are from $1.50 to $1.75, and the six quart baskets from 75 to 90 cents. Cantelcupes range from 40 cents to $1.25 per basket, according to the size of the basket and the quality of the canteloupe.

Valencia Oranges—		
100s, 126s, 150s, 176s, 200s, 216s, 250s, 288s, 300s, 360s..	4 75	6 50
Cal. Grapefruits, 64s	....	5 00
Lemons, Cal., 270s, case	....	5 00
Do., Messina Verdellis, box	6 50	7 00
Blueberries, 11-qt. basket	2 25	2 75
Watermelons	....	1 00
Cal. Elbertas, peaches, boxes	2 00	2 50
Domestic peaches—		
Leno covered, 11 qt.	1 25	1 75
Do., 6 qts.	0 65	1 10
Flat covered, 11 qts.	0 90	1 50
Do., 6 qts.	0 50	0 75
Plums, 11 qts.	1 50	1 75
Do., 6 qts.	0 75	0 90
Apples, 11 qts.	0 65	1 00
Cal. Bartlett Pears, box	3 75	4 00
Can. Pears, 11 qts.	1 00	1 25
Cal. Gravenstein Apples, box, all sizes	4 00	4 25
Grapes, Cal. Malaga, crate	....	3 75
Can. grapes, 6 qts., lenos	0 65	0 85
Do., flats	0 40	0 60
Can. Cantelopes—		
Salmon flesh, 16 qts.	....	1 25
Do., 11 qts.	0 40	0 60
Sugar Sweets, 16 qts.	....	0 75

New Delaware Potatoes $3

Toronto.

VEGETABLES.—Potatoes are still holding at very strong figures. New Delawares are now on the market and are selling at $3 per bag. Ontario potatoes are quoted at from $2.65 to $2.85, and number twos at $2.25 per bag. Canadian onions in 75 lb. bags are selling at $4 and at $5 for 20 lb. sacks. Turnips, beets, cabbages and carrots are unchanged from last week.

Beets, bag	....	1 50
Cabbage, per large crate	4 00	4 75
Do., 32-qt. crate	2 25	2 50
Carrots, per bag	....	1 50
Can. Lettuce, doz.	0 50	0 75
Onions, Kentucky fine hard, 100-lb. sacks	5 00	5 50
Do., doz.	0 50	0 60
Can. Onions, 75-lb. sacks	....	4 00
Do., 20 lbs.	....	5 00
Peekaboo Onions, 100 lbs.	....	6 00
Spanish Onions, 100 lbs.	....	9 00
Parsley, per basket	....	1 00
Peppers, green, doz.	0 75	0 85
Do., sweet	....	1 00
Celery, doz.	0 40	0 50
Wax Beans, Can., 11-qt. basket	....	0 60
Do., 6-qt. basket	....	0 35
Cucumbers, 11 qt. basket	....	0 50
Potatoes—		
Delawares, bag	....	3 00
Ontarios, 90-lb. bags	2 65	2 85
Ontarios, No. 2s	....	2 25
Turnips, doz.	0 30	0 40
Marrows, basket	....	0 50
Tomatoes, 11-qt. basket	0 50	0 75
Can. Corn, doz.	....	0 20
Egg plant, 11-qt. basket	....	1 25
Gherkins, 11 qts.	1 00	1 50

New Manitoba Flour on Market

Toronto

FLOUR.—No change is reported in the market for flour this week. Prices are firm. New Manitoba flour is now coming forward. The Western mills are grinding, but shipments of Western wheat have not yet reached Ontario mills. Only an odd car of winter wheat flour is on the market.

Flour—			
Government standard, 74 per cent. extraction.			
Ontario winter wheat flour, in carload shipments, on track, in cotton bags	....	....	11 15
In jute bags	....	....	11 00

Millfeeds Are Steady and Strong

Toronto.

MILLFEEDS.—There is no improvement in the situation as far as millfeeds are concerned. The scarcity is still very pronounced. Prices remain unchanged, as compared with a week ago, on the basis of $55.25 a ton for shorts, and $45.25 a ton for bran.

		In carlots, track
Bran, per ton	....	55 25
Shorts, per ton	....	45 25

WINNIPEG MARKETS

WINNIPEG, Aug. 30—There is a fairly brisk market, though the precedence of harvesting work throughout the Prairie Provinces has slowed down the demand on some lines to some extent. There was a surprising decline in coffee recorded during the week that dealers claim is only temporary. Tea is in a very strong position and some handlers are asking higher prices.

Prunes Arriving Early; Raisin Prices Named

Winnipeg.

DRIED FRUITS. — Shipments of prunes are reported earlier than last year and stocks will be in the hands of jobbers, it is estimated, two weeks earlier.

RAISINS.—Opening prices on seedless and Sultana raisins were received by the association a few days ago for the 1919 crop.

The trade in general has been expecting very high opening prices. Reports have been passed around which may not have emanated from proper sources, to this effect.

While prices named are higher, by comparison with other dried fruits they are considered by the wholesale trade to be most reasonable.

The large increase is accounted for by the extra prices to the growers.

Little Change in Sugar; Demand Exceeds Supply

Winnipeg.

SUGAR.—The sugar situation has changed very little. Redpath's have advanced their price 45c per 100 lbs., but are still the lowest on this market.

Eastern refiners are sold far ahead, even up to ninety days in some instances.

Rice Price High; Good Market Demand

Winnipeg.

RICE.—Since our reference to American rice of last week, prices have come through on practically all grades. One wholesaler made the statement, "The prices are unheard of prices." However, a ready market is being found for a few of the American lines, owing to the depleted stocks here.

Holders of Sockeye Salmon Asking Higher Prices

Winnipeg.

SALMON.—Many holders of sockeye salmon are asking much higher prices than those given at the opening of the market owing to the general scarcity. Retailers are advised to secure their wants early, especially of sockeye salmon.

Coffee Declines Two to Three Cents

Winnipeg.

COFFEE.—Strange to report, there has been a slight decline in coffee of from two to three cents per lb.

This is explained by the high cost of living investigations in the United States, where large quantities of coffee have been seized by the Government and sold.

This is felt by a large number of brokers to be only temporary, as conditions do not warrant a decline in coffee. In Brazil particularly, there is a great shortage. It is estimated that the total crop is not more than three or three and a half million sacks, as against ten million sacks. Brazil is fortunate in not needing the money, consequently, is in a position to hold coffee for an advancing market.

Canadian prices are still below the market price.

Tea Market Strong; Supplies Limited

Winnipeg.

TEA.—The holders of tea stocks at the coast are asking and getting an advance of two cents per pound.

There has been a very heavy move-

ment of tea the past two or three weeks, principally of Java, which is the only tea held in any great quantity.

It is reported by one of the largest importing houses of New York that at present there is not more than two months' supply of tea of all grades in the United States. This will naturally have an influence on the Canadian market.

VANCOUVER MARKETS

VANCOUVER, Sept. 3—Sugar on this market, even at present figure, is lower than in the East. There are some declines noted in fruits and vegetables. Tobaccos, candy and biscuits are quoted higher.

Sugar Quoted $10.50 Per Cwt.

Vancouver.

SUGAR.—While sugar did advance in Vancouver it stands to-day at a lower figure than that quoted in the East. To-day's price is on a basis of $10.50 per cwt.

Biscuits, Candy And Tobacco Advance

Vancouver.

MISCELLANEOUS. — One domestic cigar has advanced $5, other tobaccos 2 cents per pound. Local bulk candies have increased 3 cents, biscuits 2 cents per pound. Cocoanuts have arrived in the market.

Flour Advances 40 Cents

Vancouver.

FLOUR.—All flours were advanced 40 cents per barrel in Vancouver, August 26.

Japan Rice Quoted Lower

Vancouver.

RICE.—Japan rice is quoted for October delivery at slightly easier figures.

Small Deliveries In Salmon

Vancouver.

CANNED GOODS.—Canners are delivering salmon orders on the following basis: 10 per cent. for sockeye, and red spring and cohoe 30 per cent.

Fruit Prices Somewhat Easier

Vancouver.

FRUIT.—There is a good assortment of fruit offering on the market at present and prices show a slightly easier tendency.

FRUIT

Apples, new, box	1 50	4 00
Crab apples	1 25	2 00
Apricots, imported, box	....	1 90
Blackberries, crate	....	3 50
Bananas, lb.	....	0 10
Grapefruit, Cal.	....	6 50
Grapes, crate	3 50	4 00
Lemons, box	7 50	8 00
Loganberries, crate	....	4 00
Oranges, Valencias, box	....	6 00
Peaches, imported, box	....	1 60
Pears, Bartlett, imported	....	3 25
Plums, imported, box	1 50	3 25

Potatoes Down $3.00 a Ton

Vancouver.

VEGETABLES.—There is a somewhat easier feeling in vegetables at the present time, potatoes have declined $3 a ton; tomatoes and other lines also are down.

VEGETABLES.

Carrots, per sack	....	1 50
Celery, local, dozen	....	1 00
Corn, green, dozen	....	0 35
Cucumbers, dozen	....	0 60
Garlic, lb.	....	0 35
Horseradish, lb.	....	0 15
Leeks, local, doz.	....	0 35
Lettuce, head, doz.	....	0 40
Mint, doz.	....	0 35
Onions, sack	....	5 00
Parsley, dozen	....	0 30
Parsnips, sack	....	2 50
Potatoes, local, ton	....	33 00
Tomatoes, hothouse, 4-bkt. crate	....	2 50
Do., field, 4-bkt. crate	....	1 50
Turnips, new, sack	....	1 50

RICE PRICE SIX TIMES ABOVE NORMAL

As indicating the stiff increases that have developed for rice, one of the largest Canadian importers told CANADIAN GROCER that the cost at production centres had advanced to as much as six times over the normal prices. Even at this it has been very difficult to secure supplies, and there is little promise of improvement at the present time.

This explains, in part, the recent advances made for rice. With prices so high where the product is produced, it is not to be wondered at that there is a big increase when the freights are added. The Orient has also been so urgently in need of suppies itself that there is difficulty in buying such supplies as are wanted for the trade here. Were it not for the fact that rather large supplies have been held here and there until recently, it is probable that scarcity would have developed much sooner.

N.Y. STATE RETAILERS TO FIGHT CHAIN STORES

Competition by chain stores was one of the chief topics of discussion at the recent convention of the New York State Retail Grocers' Association because of the importance of the large city retailers in the organization. As a result of the discussion, a resolution was adopted, authorizing the appointment of a chain store committee which would have the duty of devising ways and means of co-operating to preserve the entity of the independent retailer. The resolution read:

"Whereas, the recent formation of a world-wide system of retail chain stores, that includes among other commodities the production, distribution and sale of groceries, is a matter of deep concern to the independent retail grocer, in that such a type of organization seriously encroaches upon his field of activities; and

"Whereas, If a project of such character is permitted to move on unchecked it may result in the elimination of the independent retail grocer; therefore

"Be it resolved, That the New York State Association of Retail Grocers use every honorable means at its command toward arresting the growth of this monstrous menace that is striking at the very vitals of the business of its members."

APPLE MARKETING CONDITIONS IN THE BRITISH WEST INDIES

Lewis M. B. Meyer, assistant to the Canadian Trade Commissioner in Barbados, writes respecting apple marketing conditions in the British West Indies:—

"Under the preference, apples from Canada are free in the British West Indies with certificate of origin, otherwise the duty is 2 per cent. ad valorem.

There are no embargoes or restrictions on apples, and there are no regulations in regard to insects, pests, or diseases.

The cheaper classes of apples are snipped in barrels, and are sold on consignment, but the better classes, such as the red dessert, or "Spitzenberg," are shipped in open boxes or crates, and are placed in cold storage. These are generally in fulfilment of firm orders. The boxes contain about one gross and retail at 3 to 5 cents each.

The season during which apples would find the best market would be during the winter months, say from November to February. The freight to the West Indies is quite an item, the last available rates (1918) were as follows: for barrels, $1, and in cold storage, boxes, 40 cents per cubic foot.

LEAMINGTON TOBACCO CROP A GREAT SUCCESS

In spite of reports to the contrary the Leamington, Ont., tobacco crop of 1919 promises to be the greatest in the history of Essex county. The big factor in its success is the recent rains, which turned what looked like a light crop into one which now promises to eclipse any previous year. Practically every farm in the district has gone in for tobacco growing, and prices are said to be the best ever offered the growers. Dealers from Calgary to Montreal are bidding for the crop.

Tomatoes and onions in the county also promise a bumper crop, and the growers are receiving good prices for what they raise.

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Sept. 3.—Flour advanced twenty cents barrel during the week. Peanut butter, ones, is quoted twenty cents dozen; bulk, two cents a pound. Crisco has dropped seventy cents a case. Number sixteen packages seeded raisins, quoted recently at fifteen cents, now seventeen cents. The market is bare of evaporated peaches. Package dates are slightly lower. Prices has been withdrawn on some Western pack jams. Sixty-seven prunes are quoted twenty-six cents; no other sizes are offering. Three cars Eastern sugar arrived Saturday relieved shortage a little.

Beans, Limas	0 12	0 15
Beans, B.C.	7 00	7 50
Flour, 96s, per bbl.	....	10 70
Rolled oats, 80s	....	4 50
Rice, Siam,	....	0 16
Japan, No. 1	17 00	18 00
Tapioca, lb.	....	0 14
Sago, lb.	....	0 14
Sugar, pure cane, granulated, cwt	....	11 52
Cheese, No. 1, Ontario, large	0 30	0 31
Butter, creamery, lb.	0 55	0 59
Do., dairy, lb.	0 40	0 42
Lard, pure, 3s, per case	22 20	22 50
Eggs, new-laid, local	16 50	17 00
Tomatoes, 2½s, standard, case	....	4 60
Corn, 2s, case	4 80	5 00
Peas, 2s, standard case	4 40	4 60
Strawberries, 2s, Ontario, case	8 10	8 75
Raspberries, 2s, Ontario, case	9 00	9 50
Cherries, 2s, red, pitted	....	11 50
Apples, evaporated	0 24	0 25
Do., 25s, lb.	....	0 23
Apricots, evaporated, 25s	....	0 40
Peaches, evaporated, lb.	....	0 30
Prunes, 90-100s	....	....
Do., 40-50s	....	....
Do., 50-60s	....	....
Do., 60-70s	....	0 26
Salmon, pink tall, case	....	10 25
Salmon, Sockeye, tall, case	....	....
Do., halves	18 00	19 00
Potatoes, per ton	....	40 00
Oranges	....	7 25
Lemons	9 00	10 00
Grapefruit	....	7 50
Canteloupes, crate	....	6 00
B.C. Raspberries	4 75	5 00

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., Sept. 3.—Eastern sugar is quoted at $12.50 per cwt. The egg market shows firmness, with increase of one cent per dozen. Butter is also a cent higher per pound creamery.

Beans, small white Japans, bu.	....	4 50
Beans, Lima, per lb.	....	0 12½
Rolled oats, brails	....	3 86
Puffed Rice, case	....	5 25
Rice, Siam, cwt.	....	14 00
Sago, lb.	....	0 11¾
Tapioca, lb.	....	0 11¼
Sugar, pure cane, gran., cwt.	....	12 50
Cheese, No. 1, Ontario, large	....	0 34¼
Butter, Creamery	....	0 59
Lard, pure, 3s, per case	....	21 60
Bacon, lb.	....	0 47
Eggs, new-laid	....	0 32
Tomatoes, 3s, standard, case	....	4 00
Corn, 2s, standard case	....	4 85
Peas, 2s, standard case	....	3 45
Apples, gal., Ontario	....	2 85
Apples, evaporated, per lb.	....	0 18½
Strawberries, 2s, Ont., case	....	8 50
Raspberries, 2s, Ont., case	....	8 70
Peaches, 2s, Ontario, case	....	5 50
Plums, 2s, case	....	4 00
Salmon, finest Sockeye, tall, case	....	....
Salmon, pink, tall, case	....	10 25
Pork, American clear, per bbl.	....	41 00
Peaches, Cal.	....	2 75
Apples	....	4 50
Washington yellow transparents, 2 lbs.	....	0 35
Tomatoes, 20 lbs.	....	2 75
Cucumbers, doz.	....	3 00
New potatoes, bushel	....	1 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Sept. 3.—There have been few changes recorded during week. A big holiday trade is reported. Pork and products are easier, American clear is selling at $68-$75; breakfast bacon, 45c-48c; compound lard, 33-34c; New Brunswick cheese, 28-28½c. Dairy butter, 48c. Fruit prices are mostly unchanged, except plums easier. New vegetables are plentiful. The potato crop reported good. New potatoes are selling $3 a barrel.

Flour, No. 1 patents, bbls., Man.	....	$12 50
Cornmeal, gran., bags	6 25	6 35
Cornmeal, ordinary, bags	4 50	4 75
Rolled oats	....	12 50
Rice, Siam, per 100 lbs.	13 75	14 00
Molasses	0 88	0 89
Sugar—		
Standard, granulated	....	10 60
No. 1, yellow	....	10 10
Cheese, New Brunswick	0 28	0 28½
Cheese, Ont., twins	0 30	0 31
Eggs, fresh, doz.	0 65	0 70
Eggs, case	....	0 60
Breakfast bacon	0 45	0 48
Butter, creamery, per lb.	....	0 55
Butter, dairy, per lb.	....	0 48
Butter, tub	....	0 43
Lard, pure, lb.	0 40½	0 41
Lard, compound	0 33	0 34
American clear pork	68 00	75 00
Beef, corned, 1s	4 55	4 90
Tomatoes, 2½s, standard case	....	4 90
Raspberries, 2s, Ont., case	....	....
Peaches, 2s standard, case	....	....
Corn, 2s, standard case	....	4 70
Peas, standard case	4 10	5 60
Apples, gal., N.B., doz.	....	5 00
Strawberries, 2s, Ont., case	....	....
Salmon, Red, spring, cases	....	....
Pinks	11 00	11 50
Cohoes	14 50	15 00
Chums	....	8 50
Evaporated apples, per lb.	....	....
Peaches, per lb.	....	....
Potatoes—		
Natives, per bbl.	3 00	3 50
Onions, American, cwt.	....	6 00
Do., Canadian	....	6 00
New potatoes, barrel	....	3 00
Lemons, Cal.	8 00	8 50
Pears, Cal., box	5 50	6 00
Plums, Cal., crate	3 00	4 50
Oranges, Cal., case	7 50	8 00
Grapefruit, Cal., case	12 00	14 00
Apples, Cal., Gravensteins	....	4 50
Peaches, Cal., box	....	2 50
Bananas, per lb.	0 09	0 10

PUTTING SYSTEM INTO STORE ADVERTISING

Continued from page 37

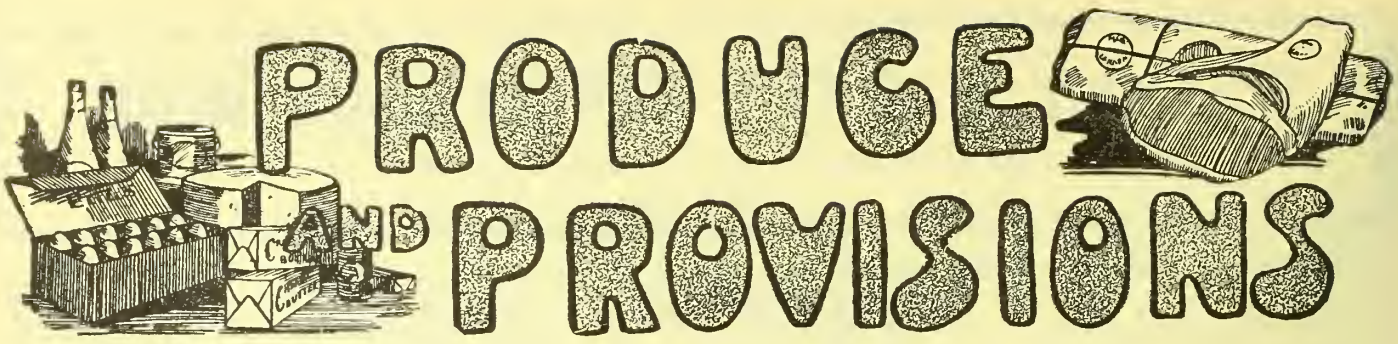
value. The big buying of the week is done on Fridays and Saturdays, as every merchant knows, and Mr. Wyckoff aims to interest this business, therefore, he devoted the bulk of his advertising appropriation to the Thursday advertisement. To ensure that this advertisement will be just what he wishes, he sends in his copy on Monday, in that way he is able to get a proof and to make such changes as he deems necessary.

Using An Advertising Layout

But even with these precautions there is a large element of chance, unless you say very definitely what is wanted. To assure that his advertisement will look just as he wants it to look, he makes a layout in dummy form for the printer to follow. In this he states even the kind of type to be used. He has read some books on type characters and size, and has learned to know the faces in general use in the London newspaper offices, so that when he stipulates a certain size or character of type he gets it. That means that he knows just about how much space his advertisement will run, as oftentimes setting the matter in a large sized type would double the amount of space used. Take the matter of the firm name, it is always set upper and lower, or capitals and small letters, instead of a complete word of capitals, because it appears best that way.

Herewith, there is illustrated one of the advertisements that Mr. Wyckoff considers to be perfectly satisfactory, from the standpoint, not only of its selling power, but of the general character of the layout, and with it is a dummy form showing how he lays out the advertisement for the printers, so that he gets exactly the result desired.

To advertise in this systematic way takes some little time, but Mr. Wyckoff finds in it also a very considerable amount of interest. It is also true that there is nothing gained without a certain amount of cost. It takes some care to write an advertisement that gets business; but to spend money on advertising without any thought of its character, is the next thing to throwing it away.



Feature Lesser Known Cuts

United States Government Urges Retailer to Lay the Emphasis on Lesser Known Cuts of Meat and so Aid in Stabilizing Prices

THE United States Department of Agriculture in an effort to stabilize the market is urging the retail deal to cultivate the sale of the lesser used but perfectly desirable cuts of meat. The statement is as follows:

In practising conservation during the war our people became accustomed to eating less meat than formerly and the time required to return to a pre-war consumption basis now depends to some extent upon a general lowering of prices and a more uniform use of the several wholesale cuts of meats which constitute a beef carcass. The wide variance in retail prices in different localities for the same grades and cuts of beef is due largely to a local demand for meat from only two or three wholesale cuts and neglect of the meat which is cut from other parts of the carcass. To remedy such conditions involves educating the public to broaden the demand to include all parts of the carcass. Should this be accomplished it would be the means of materially reducing the cost to the consumer by narrowing the range of retail prices of meat based on the quantity derived from the wholesale cuts.

A more equal demand for the meat from all parts of the carcass should also increase consumption by lowering the average cost per pound. Reputable retail dealers will welcome a closer range of prices for all parts of the carcass and a more uniform demand which would include all cuts. Press reports frequently refer to a wide difference in the retail prices of beef in different localities. When making comparisons consideration should be given to the grades of meat offered for sale as the wide range of prices quoted may be due to a difference in the quality of the meat and a corresponding difference in the cost at wholesale rather than a higher retail profit.

The service performed by the retailer is another feature which should be considered as accurate deductions cannot be made when prices of cash and carry markets are compared with prices of those markets which conduct a credit and delivery business. During the month of March the average price of good steer ribs and loins at the larger markets was between 48 and 50 cents a pound. Although wholesale prices of these cuts have declined and are now around 30 cents a pound, which is equal to a reduction of approximately 40 per cent., hotels and restaurants have not reduced their prices or increased the portion to their patrons.

STORAGE INTERESTS FAVOR TWELVE-MONTH LIMIT

Frank A. Horne, president of the American Refrigerating Association, told the House Committee on Agriculture his organization would not object to reasonable cold storage regulatory measures, but that most of the pending bills were too far-reaching.

Mr. Horne said there was no occasion for limiting the period of cold storage to less than 12 months. He objected to the Hutchinson bill, which sets ten months as the limit, and to the McKellar bill, which specifies even a shorter time for certain commodities. He did not oppose the stamping of the dates of storage, but expressed the belief that the marking of producers' prices, as recommended by the president, would not be workable.

"On the question of time limit there is no demand for legislation whatever," said Mr. Horne. "It is a psychological matter. The twelve-month period is advisable because it is the object of cold storage to carry goods from one season to another. The amounts carried more than twelve months are negligible.

"There is no objection to proper and wise inspection. I have great confidence in the Department of Agriculture and I am almost free to say I would favor any inspection provisions they would favor." Representative Welty, of Ohio, sponsor for a cold storage bill which provides taxes of from ten to thirty per cent. on goods left in storage more than specified periods, also appeared before the committee. He argued that it was preferable to provide regulation under the taxing powers of Congress than under the power over interstate commerce. The Welty bill applies to all cold storage warehouses irrespective of whether or not commodities are in interstate commerce, while most of the other pending bills do not. Mr. Welty argued that the effect of a law would be to force commodities out of storage in advance of the period when the taxes go into effect. Representative McLaughlin, of Michigan, asked whether the effect of such a bill would not be to cause an increase in the cost of living through passing a tax along to the consumer.

"No it would not," replied Mr. Welty. "The storage products must compete with fresh products on the market. I maintain no tax will be paid because the bill will force the goods out of storage before it becomes effective."

CANADIAN CHEESE SHIPPED TO FRANCE BY PARCEL POST

Philippe Roy, Commissioner General of Canada in Paris, France, reports that John F. Ryan, of Montreal, while in France presented to a number of merchants in Paris samples of cheese which he received by parcel post. The samples were sent to him in round 10-pound cylinders simply dipped in paraffin and wrapped in ordinary wrapping paper. He received the cheese thirty-four days after it was mailed and it reached him in remarkably good condition. Mr. Ryan cut the cheese and distributed it among dealers in Paris, who thought at first it was English cheddar and were amazed when told how it was shipped from Canada by parcel post.

BIG SALMON RUN IN ALASKAN WATERS

Ketchikan, Alaska.—The salmon run on the west coast of the Prince of Wales Island is characterized by cannery men as the biggest in years. For three days fishermen have been making such big hauls that the canneries are swamped.

Purse seiners, not traps, are getting the big hauls. The best run of the fish so far has been up Cordova Straits and Mears Passage, and they seem to be working northward rapidly.

Canneries in the vicinity of Ketchikan report packs from 10 to 40 per cent. above normal, although word from Northern Alaskan fishing towns, especially those in the Behring Sea distric, report the run very small, in many cases from 30 to 60 per cent. below normal

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Sept. 3—There is a general feeling of weakness in the fresh meat market that has resulted in a decline of 50 cents on hogs. New creamery butter is also quoted two cents lower. Eggs are very scarce and are consequently firm in price.

Fresh Meats Show Weakness

Montreal.

FRESH MEATS.—There is a weaker feeling in all fresh meats, and hogs declined 50c since last quotation.

Hogs, live	21 50	22 00
Hogs, dressed—		
Abattoir killed, small (heads off), 65-90 lbs.	.....	32 00
Sows (heavy)	25 00	25 50
Fresh Pork—		
Leg of Pork (trimmed) (foot on)	0 33	0 40
Loins (trimmed)	....	0 43
Loins (untrimmed)	....	0 40
Spare ribs	0 25	0 26
Trimmed shoulders	0 29	0 32

Fresh Beef— (Cows)		(Steers)	
$0 20	$0 22	..Hind quarters..	$0 25 $0 26
....	0 12	..Front quarters..	0 14 0 15
....	0 27	..... Loins	.... 0 34
....	0 23	..... Ribs	.... 0 25
....	0 12	.... Chucks	.... 0 14
....	0 18	..... Hips	.... 0 22

Calves (as per grade)	0 22	0 25
Lambs, 25-40 lbs. (whole carcass), lb.	0 20	0 25
No. 1 Mutton (whole carcass), lb.	....	0 20

Smoked Meats Remain Firm

Montreal.

SMOKED MEATS.—There is a brisk demand for smoked meats at present, and no indication of any easier feeling.

Hams—		
Medium, smoked, per lb.— (Weights), 12-14 lbs.	....	0 46
14-20 lbs.	....	0 44
25-35 lbs.	....	0 39
20-25 lbs.	....	0 40
Over 35 lbs.	....	0 38
Backs—		
Plain (as to trimming)	0 53	0 57
Breakfast, per lb. (as to qual.)	0 42	0 48
Rolls, per lb.	....	0 38
Dry Salt Meats—		
Long clear bacon	0 34	0 34½
Barrel Pork—		
Canadian short cut (bbl.) 30-40 pieces	....	65 50
Clear fat backs (bbl.) (40-50 pieces	....	70 50
Heavy mess pork (bbl.)	....	54 00
pieces	....	70 50
(60-80 pieces)	....	56 00

Lard Trade Active; Prices Steady

Montreal.

LARD.—There is an active trade for lard at present, price remains steady.

LARD, pure—		
Tierces, 400 lbs., per lb.	....	0 36½
Tubs, 50 lbs., per lb.	....	0 37
Pails, 20 lbs., per lb.	....	0 37¼
Bricks, 1 lb., per lb.	....	0 38¾

No Change In Cooked Meats

Montreal.

COOKED MEATS.—Under fair demand, the market for cooked meats remains unchanged.

Head Cheese	0 13	0 15
Choice jellied ox tongue	....	0 70
Jellied pork tongues	....	0 48
Ham and tongue, lb.	....	0 32
Veal and tongue	....	0 25
Hams, roast	....	0 65
Hams, cooked	....	0 65
Shoulders, roast	....	0 60
Shoulders, boiled	....	0 60
Pork pies (doz.)	....	0 85
Blood pudding, lb.	....	0 12

Shortening Business Very Good

Montreal.

SHORTENING.—There is good business in shortening at the present time.

SHORTENING—		
Tierces, 400 lbs., per lb.	....	0 30½
Tubs, 50 lbs., per lb.	....	0 31
Pails, 20 lbs., per lb.	....	0 31¾
Bricks, 1 lb., per lb.	0 33	0 34

Creamery Butter Declines 2 Cents

Montreal.

BUTTER.—There was a decline of 2c recorded this week in fresh made creamery butter. Good supplies are now reaching the market.

BUTTER—		
Creamery, prints, fresh made..	....	0 55
Creamery solids, fresh made...	....	0 56
Dairy prints	0 46	0 49
Dairy, in tubs, choice..	0 45	0 48

Margarine Shows No Price Changes

Montreal.

MARGARINE.—There has been no change in margarine prices during the week. Business is reported good.

MARGARINE—		
Prints, according to quality, lb.	0 37	0 39
Tubs, according to quality, lb.	0 34	0 36

Production of Eggs Falls Off

Montreal.

EGGS.—Eggs are selling freely at the present time. There has been a big decline in production, which has had a firming tendency on the market.

EGGS—		
No. 2	....	0 45
No. 1	0 51	0 52
Selects	....	0 60
New laids	....	0 65

High Prices Rule For Poultry

Montreal.

POULTRY.—High prices are ruling for all grades of poultry. Receipts are light and there is a brisk demand.

POULTRY (dressed)— (Selling Prices)		
Chickens, roast (3-5 lbs.)	0 40	0 41
Chickens, roast (milk fed)	0 45	0 46
Broilers (3-4 lb. pr.)	0 44	0 47
Ducks—		
Brome Lake (milk fed green)..	....	0 46
Young Domestic	0 38	0 40
Turkeys (old toms), lb.	....	0 49
Turkeys (young)	....	0 50
Geese	0 30	0 31
Old fowls (large)	....	0 34
Old fowls (small)	....	0 30
POULTRY (live)— (Buying Prices)		
Live—Old fowl	0 23	0 28
Roosters	....	0 18
Turkeys	....	0 40
Broilers	0 29	0 31

All Cheese In Good Demand

Montreal.

CHEESE.—These is a very fair demand for cheese at the present time, and prices are firm.

CHEESE—		
New, large, per lb.	....	0 28
Twins, per lb.	....	0 28
Triplets, per lb.	....	0 28
Stilton, per lb.	....	0 34
Fancy, old cheese, per lb.	....	0 32

Good Demand Noted For Fish

Montreal.

FISH.—There is a fair demand for fish at the present time, with fairly adequate supplies. Prices are unchanged.

FRESH FISH		
Carp, per lb.	0 11	0 12
Dore	....	0 22
Eels, lb.	....	0 12
Bullheads (dressed)	....	0 15
Gaspereaux, each	....	0 08
Haddies	0 12	0 13
Fillet Haddies	....	0 20
Haddock	0 08	0 09
Halibut, Eastern	0 24	0 24
Halibut, Western	0 23	0 24
Steak, cod	0 10	0 12
Market cod	0 07	0 08
Flounders	0 07	0 09
Prawns	....	0 40
Pike, per lb.	....	0 13
Live lobsters	....	0 45
Boiled lobsters	....	....
Salmon (B.C.), per lb., Red	0 28	0 30
Salmon, Gaspe	0 35	0 10
Shad	....	0 20
Skate	....	0 08
Lake Trout	0 19	0 20
Mackerel	....	0 16
Shrimps	0 35	0 40
Whitefish	0 17	0 18
Trout, brook	0 35	0 40
FROZEN FISH		
Gaspereaux, per lb.	0 06½	0 07
Halibut, large and chicken	0 19	0 20
Halibut, Western	0 20	0 21
Halibut, medium	0 21	0 22
Haddock	0 06½	0 07
Mackerel	....	0 16
Dore	0 14	0 15
Smelts, No. 1, per lb.	0 12	0 13
Smelts, No. 2, per lb.	0 07	0 08
Pike, Headless and Dressed	0 10	0 11
Market Cod	....	0 05½
Whitefish, small	0 11	0 12
Sea Herrings	0 07½	0 08
Steak Cod	0 08	0 08½
Gaspe Salmon, per lb.	0 24	0 25
Salmon Cohoes, round	0 17½	0 18
Salmon, Qualla, Hd. and Dd.	0 13	0 14
Whitefish	0 15	0 16
Smelts, extra large	....	0 22
Lake Trout	0 19	0 20
Lake Herrings, bag, 100 lbs.	....	6 00
Alewires	0 05½	0 06
SALTED FISH		
Codfish—		
Codfish, large bbl., 200 lbs.	....	21 00
Codfish, No. 1, medium, bbl., 200 lbs.	....	20 00
Codfish, No. 2, 200 lb. barrel	....	18 00
Pollock, No. 1, 200 lb. barrel	....	15 00
Codfish, strip boneless (30-lb. boxes), lb.	....	0 20
Codfish (boneless) (24 1-lb. cartons)		0 20
Codfish (Ivory) (2-lb. blocks, 20-lb. bx)		0 18
Boneless cod (2-lb.)	....	0 23
Shredded codfish (12-lb. box)	2 40	2 50
Dried codfish 100-lb. bbl.)	....	13 00

PICKLED FISH		
Herrings (Scotch cured), barrel.	11 25	12 00
Scotia, barrel	....	12 00
Do., half barrel	....	6 25
Mackerel, barrel	.....	34 00
Salmon, Labrador (200 lbs.)	....	26 00
Salmon, B.C. (200 lbs.)	....	24 50
Sea Trout (200-lb. bbls.)	....	25 00
Turbot (200 lbs.)	....	17 00
Codfish, tongues and sound, lb.	....	0 15
Eels, lb.	0 16	0 17
SMOKED FISH		
Haddies, BXs, per lb.	0 12	0 13
Fillets	....	0 18
Bloaters, box	....	2 00
Kippers	....	2 25
OYSTERS		
Cape Cod, per barrel	....	16 00
Batouche, per barrel	....	15 00
Scallops, gallon	....	4 50
Can No. 1 (Solids)	....	2 50
Can No. 3 (Solids)	....	7 50
Can No. 5 (Solids)	....	12 50
Can No. 1 (Selects)	2 50	3 00
Can No. 3 (Selects)	....	9 00
SUNDRIES		
Paper Oyster Pails, ⅛ per 100		1 75
Crushed Oysters Shell, 100-lbs.		$1 60
Paper Oyster Pails, ¼-lb. per 100		2 25

ONTARIO MARKETS

TORONTO, Sept. 5—The market in fresh meats is easier, although the prices here have not changed, because of the demand for Exhibition trade, but dealers are looking for lower levels to rule at its conclusion. The market for live cattle and hogs is weaker, and these lower quotations will later be reflected in the prices to the retail trade. Eggs are higher, there being a very heavy demand for the same at the present time. Other provision lines are steady.

Fresh Meats Easier; Decline Possible

Toronto.

FRESH MEATS.—While there are few changes in the prices to the retail trade of fresh meats, largely because of the heavy demand on account of the exhibition, dealers look for lower quotations to prevail in the near future. The agitation in the United States for lower prices of foodstuffs is having its effect on the Canadian markets. Hogs on the fed and watered plan are now selling at $20.25. Quotations on live beef, too, show very marked declines. The general tendency in all meats is towards lower levels.

FRESH MEATS		
Hogs—		
Dressed, 70-100 lbs., per cwt.	....	$30 00
Live, on cars, per cwt.	....	19 75
Live, fed and watered, per cwt.	....	20 25
Live, f.o.b., per cwt.	....	19 25
Fresh Pork—		
Legs of pork, up to 18 lbs.	0 41	0 42
Loins of pork, lb.	....	....
Tenderloins, lb.	....	0 46
Spare ribs, lb.	0 14	0 15
Picnics, lb.	0 34	0 34½
New York shoulders, lb.	0 32	0 34
Montreal shoulders, lb.	0 32	0 34½
Boston butts, lb.	....	0 35
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 15	0 26
Front quarters, lb.	0 10	0 14
Ribs, lb.	0 15	0 26
Chucks, lb.	0 08	0 14
Loins, whole, lb.	....	0 30
Hips, lb.	0 18	0 24
Cow beef quotations about 2c per lb. below above quotations.		
Calves, lb.	0 23	0 30
Lambs, whole, lb.	....	0 20
Spring lamb	0 27	0 28
Sheep, whole, lb.	0 12	0 16

Above prices subject to daily fluctuations of the market.

Provisions Sell Well; Price Unchanged

Toronto.

PROVISIONS.—While the quotations on live hogs have declined, the prices of provisions are so far unchanged, the supplies going to the trade being from the high priced hogs of a few weeks ago. Quotations are steady, with demand very active. Boths hams and bacon are selling freely. Breakfast bacon is ranging all the way from 48 to 56 cents per pound.

Hams—		
Medium	0 46	0 49
Large, per lb.	0 42	0 44
Backs—		
Skinned, rib in.	0 52	0 55
Boneless, per lb.	0 55	0 59
Bacon—		
Breakfast, ordinary, per lb.	0 48	0 51
Breakfast, fancy, per lb.	0 56	0 58
Roll, per lb.	0 40	0 41
Wiltshire (smoked sides), lb.	....	0 40
Dry Salt Meats—		
Long, clear bacon, av. 50-70 lbs.	0 34	0 35
Do., av. 70-90 lbs.	....	0 33
Fat backs, 16-20 lbs.	0 33	0 36
Out of pickle, prices range about 2c per pound below corresponding cuts above.		
Barrel Pork—		
Mess pork, 200 lbs.	55 00	56 00
Short cut backs, bbl., 200 lbs.	....	64 00
Pickled rolls, bbl., 200 lbs.—		
Heavy	58 00	60 00
Lightweight	....	64 00

Above prices subject to daily fluctuations of the market.

Cooked Meats In Brisk Demand

Toronto.

COOKED MEATS.—No changes are reported in the quotations on cooked meats. There continues the same active inquiry that has characterized the trade for the summer months. Boiled and roast hams are selling at from 65 to 66 cents. Choice jellied ox tongue is selling at 69 cents.

Boiled hams, lb.	0 65	0 66
Hams, roast, without dressing, lb.	0 65	0 66
Shoulders, roast, without dressing, per lb.	0 53	0 54
Head Cheese, 6s, lb.	0 14	0 15
Meat Loaf with Macaroni and Cheese, lb.	....	0 21
Choice jellied ox tongue, lb.	....	0 69
Pork and Tongue, lb.	....	0 35

Above prices subject to daily fluctuations of the market.

Heavy Egg Demand; Supplies Light

Toronto.

EGGS.—There is a very heavy consumption of eggs at the present time, and the supplies are not as heavy as was the case a few weeks ago. Dealers are paying from 50 to 52 cents per dozen for them in the country. The new laids in cartons are selling at 62 cents, and the number one eggs from 56 to 60 cents.

Eggs—		
New laids, doz.	....	0 62
New laids, in cartons, doz.	0 56	0 60

Prices shown are subject to daily fluctuations of the market.

Butter Firm; Demand Good

Toronto.

BUTTER.—The market for butter is holding firm. The trade is buying freely. The price in the country is from 52½ to 52¾ cents. The prints are selling to the trade at from 55 to 57 cents, and the solids at from 54 to 55 cents. The fresh separator prints are 47 and 48 cents per pound.

Creamery prints (fresh made)	0 55	0 57
Creamery solids (fresh made)	0 54	0 55
Dairy prts., fresh separator, lb.	0 47	0 48
Dairy prints, No. 1, lb.	....	0 45

Cheese Prices Remain Unchanged

Toronto.

CHEESE.—There is no change in the cheese market, the fixed buying price on the basis of f.o.b. Montreal, pretty well controlling the situation. The large cheese are selling to the trade at 28 cents, and the stiltons at 29 cents.

Cheese—		
Large	....	0 28
Stilton (new)	....	0 29

Twins ½c lb. higher than large cheese. Triplets 1½c higher than large cheese.

Margarine Shows Increased Demand

Toronto.

MARGARINE.—Margarine is selling freely, the high prices of butter inducing people to eat more margarine. Prices are holding firm at steady figures.

Margarine—		
1-lb. prints, No. 1	0 36	0 37
Do., No. 2	0 32	0 34
Do., No. 3	0 28	0 29

Solids 1c per lb. less than prints.

Lard Easier; Some Prices Lower

Toronto.

LARD.—There is a little easier feeling in the price of lard, some dealers quoting it as low as 36 cents per pound. Prices range from 36 to 37 cents, on the tierce basis.

Lard, tierces, 400 lbs., lb.	0 36	0 37

In 60-lb. tubs, ½c higher than tierces, pails ¾c higher than tierces, and 1-lb. prints, 2c higher than tierces.

Shortening Prices Remain Unchanged

Toronto.

SHORTENING.—Quotations on shortening continue at the same figures at from 31¾ to 32 cents per pound. There is an active demand for shortening.

Shortening—		
Tierces, 400 lbs., lb.	0 31¾	0 32

Poultry Selling At Lower Prices

Toronto

POULTRY.—The freer movement of fowl to market has resulted in lower prices being quoted on both fowl and spring chickens. A heavy demand exists for all poultry. Spring chickens are

selling to the trade at from 36 to 38 cents. Fowl over five pounds is selling at 35 cents, and light fowl is bringing 33 cents per pound.

Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys, old, lb.	0 25	0 30
Do., young, lb.	0 30	0 35
Roosters, lb.	0 20	0 23
Fowl, over 4½ lbs.	0 27	0 28
Fowl, under 4½ lbs.	0 25	0 25
Spring chickens	0 27	0 30

Prices quoted to retail trade:—

		Dressed
Hens, heavy	$....	$0 35
Do., light	....	0 33
Chickens, spring	0 36	0 38
Ducklings	....	0 35
Turkeys	0 49	0 40

Good Fish Demand; Prices Unchanged

Toronto.

FISH.—There is an active inquiry for all fish available on the market, and the demand for the exhibition period has been on a very large scale. Supplies are coming forward freely, and prices are holding at unchanged figures. B.C. salmon is selling at from 27 to 28 cents. Fresh lake fish are plentiful at steady figures.

FRESH SEA FISH		
Cod Steak, lb.	$0 11	$0 12
Do., market, lb.	0 09	0 10
Haddock, heads off, lb.	....	0 12
Do., heads on, lb.	....	0 10
Halibut, chicken	0 21	0 22
Do., medium	0 22	0 23
Flounders, lb.	0 07	0 10
Salmon, Restigouche	....	....
Fresh B. C. Salmon	0 27	0 28
FROZEN SEA FISH		
Salmon	....	0 25
Herring	0 09	0 10
Mackerel	....	0 12
FRESH LAKE FISH		
Lake herring, round lb.	....	0 10
Do., dressed, lb.	0 11	0 12
Trout, lb.	0 17	0 18
Whitefish, lb.	0 16	0 18
Mullets, lb.	....	0 05
Fresh pickerel	0 15	0 16
Ciscoes	....	0 16
Pike	0 09	0 10
Fresh mackerel	0 15	0 20

WINNIPEG MARKETS

WINNIPEG, Aug. 30—There has been a marked tendency toward easier figures in produce lines recently. Shipments of hogs have been very light during the week, owing to harvesting operations, despite the fact that there is a panicky feeling in the market that may presage further declines. Lard again declined one and a half to two cents a pound.

Lard Declines Again 1½ to 2 Cents

Winnipeg.

LARD.—A decline of from one and a half cents to two cents a pound is reported. A further decline is expected in sympathy with the pork market.

Hog Shipments Light; Market Uncertain

Winnipeg.

HOGS.—Owing to the harvest season all shipments coming onto this market have been very light and prices consequently have remained firm.

The market in general is very panicky at present. It is expected that in sympathy with the Southern and Eastern markets, a decline will be effective here.

A decline is reported from Chicago of 15c per hundred weight.

Butter Supplies Ample; Prices Firm

Winnipeg.

BUTTER.—Butter prices are reported very firm. Provision men report ample supplies coming in.

BRITISH COLUMBIA MARKETS

VANCOUVER, Sept. 3—There has been an easier feeling in fresh meats during the week that has resulted in some declines. Smoked meats on the other hand are somewhat higher. Butter shows a slight advance.

Lard Unchanged; Demand Good

Vancouver.

LARD.—There is little change noted in lard during the week. Demand is good.

LARD—		
Compound, tierce basis, lb.	....	0 32½
Pure, three basis, lb.	....	0 38

Fresh Meats Show Declines

Vancouver.

FRESH MEATS.—There is a somewhat easier feeling in fresh meats and several declines have been noted.

FRESH MEATS—		
Beef, No. 1 steers, lb.	0 18	0 19
Beef cows, lb.	....	0 16
Lamb, lb.	0 26	0 27
Mutton, breakers, lb.	0 22	0 23
Pork, block hogs, lb.	....	0 32½

Bacon and Hams Show Slight Increase

Vancouver.

SMOKED MEATS.—Bacon is somewhat higher as are also hams for the week.

SMOKED MEATS—		
Bacon, No. 1, med., lb.	....	0 55
Bacon, No. 1, heavy, lb.	....	0 52
Smoked backs, lb.	....	0 51
Hams, No. 1 heavy, lb.	....	0 46
Hams, light, lb.	....	0 52
Ayrshire rolls, lb.	....	0 50
Cooked rolled shoulders, lb.	....	0 50
Hams, cooked	0 43	0 50

Butter Shows Slight Advance

Vancouver.

BUTTER.—There is a slight increase in butter this week, Government grade selling up to 60c. Margarine remains unchanged at 36c.

BUTTER AND MARGARINE		
Government grade	0 55	0 60
Margarine	....	0 36

Egg Prices Remain Unchanged

Vancouver.

EGGS.—There has been no change in egg prices during the week. Quotations are as follows:

EGGS—		
B.C., fresh, car lots	0 70	0 75
Albertas, case lots	....	0 59
Cooking, case lots	0 45	0 52

Ontario Cheese Declines Slightly

Vancouver.

CHEESE.—There is a good movement in cheese at the present time. Ontario is quoted a fraction lower.

CHEESE—		
B.C. Cheese, lb.	....	0 31
Finest Ontario solids, lb.	....	0 31½
Finest Ontario, twins, lb.	....	0 32¼
Stiltons, lb.	....	0 36

Plenty of Variety In Fish Stock

Vancouver.

FISH.—There is a plentiful offering of fish on the market at the present time with prices about as usual.

FISH		
Fresh Cohoe	....	0 15
Fresh Spring	....	0 17
Chicken Halibut	....	0 14
Chicken Halibut, medium	....	0 16
Block and heavy Cod	....	0 10
Fresh Smelts	....	0 11
Frozen Smelts	....	0 10
Shrimps	....	0 16
SMOKED FISH—		
Imperial Bloaters	0 07½	0 08
Kippers	0 09	0 10
Kippered Salmon	....	0 22
Smoked Pink Spring	....	0 20
Haddies, Western	....	0 10
Do., Eastern	0 16	0 18
Fresh Pilchards	0 05	0 06
Fresh crop, large, doz.	....	1 40
Do., medium	....	0 85
Soles	0 06	0 07

COMPLAINED OF PRICE

Vancouver, B.C. (Special).—One of the customers of Mr. Campbell's grocery store, Nelson, B.C., complained that 70c was too high for ham. This ham was costing 51c a pound, and after figuring it out, Mr. Campbell acknowledged there was a miscalculation—and charged her 75c a pound. Allowing for the shrinkage, the 70c price only covered cost of doing business, with no profit. "And I was not figuring on what I lose, paying 51c a pound for paper and string," commented Mr. Campbell.

The House To Push Your Line In The West

A New Winnipeg Wholesale Brokerage House

To be open for business on or before September 15 under the capable jurisdiction of Messrs. E. Nicholson and J. Howard Rankin. Headquarters will be in Winnipeg and the organization will cover the jobbing trade from Fort William to Victoria.

A New Business With New Methods, New Ideas, New Aims

Service, real, practical money-making service, will be the dominant idea of the organization. Mr. Nicholson's long experience in the brokerage business, together with Mr. Rankin's practical knowledge of the wholesale grocery end as manager for the Brandon Grocery Co., Ltd., Brandon, Man., form a combination that should produce big results.

Manufacturers, Importers and Shippers

who desire to get in touch immediately should write or wire Mr. E. Nicholson, c/o Royal Alexander Hotel, Winnipeg. All communications will be handled by Mr. Nicholson until the big new offices are open.

Nicholson, Rankin, Ltd.

Wholesale Grocery Brokers

Winnipeg **Canada**

Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is part of the Service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Cut out the coupon at the bottom of page, fill out and mail to us if you want to know where to buy a certain product, age nts for any particular line, manufacturers of a special article, etc.

COLD STORAGE MACHINERY

Would you be kind enough to give me the name of manufacturers of machinery for cold storage plants? — H. M. Henderson, Black Cape, Que.

Answer.—The following firms manufacture these machines: W. A. Freeman Co., Hamilton, Ont.; Canadian Ice Machine Co., Chestnut St., Toronto, Ont.; Linde Canadian Refrigeration, Toronto, Ont.

SALT IN CAR LOTS

Will you please advise us the best and cheapest sources of supply in Canada, the United States and England for rock salt for large quantities, car lots, etc.?—Stan. Payette, St. Nicholas Bldg.. Montreal, Canada.

Answer—Canada: Canadian Salt Co., Ltd., Windsor, Ont.; Dominion Salt Co., Ltd., Sarnia, Ont.; Elarton Salt Works, Hyde Park, Ont.; Exeter Salt Works, Exeter, Ont.; North America Chemical Co., Ltd., Clinton, Ont.; Ontario People's Salt & Soda Co., Kincardine, Ont.; Parkhill Salt Co., Parkhill, Ont.; Western Salt Co., Ltd., Courtwright, Ont.; Western Canada Flour Mills Co., Toronto, Ont.; Toronto Salt Works, 60 Jarvis St., Toronto, Ont.; Stewart, Verrat & Co., Montreal, Que. U.S.A.: Wadsworth Salt Co., Wadsworth, Ohio; Avery Salt Mining Co., Scranton, Pa.; Retson Mining Co., Scranton, Pa. England: Bumsted, D., & Co., 39A King William St., London, E.C. 4.

SHIPPERS OF HAY IN QUEBEC

We would like to take advantage of your enquiry department for names of hay shippers in Quebec. — Wm. Law & Co., Yarmouth, N.S.

Answer.—Any of the following Montreal firms could supply you: Jos. Ward & Co., Place Youville; Elie Benoit & Fils, 187 St. Paul St.; Quintal & Lynche, 59 St. Peter St.; James Scott & Co., 651 St. James St.

MAKERS OF MILK BOTTLES

Kindly let us know from what manufacturing company we could procure glass milk bottles by the gross?—H. M. Shaw, Perth, Ont.

Answer—Dominion Glass Co., Ltd., Beaver Hall, Montreal.

SALMON CUTTING MACHINES

Could you give addresses of manufacturers of salmon cutting machines, such as used in British Columbia salmon canneries, also approximate price?—G. P. Eagan, Prescott & Duckworth Streets, St. John's, Newfoundland.

Answer—Letson & Burpee, Ltd., 172 Alexander St., Vancouver, B.C.; Crossley Lead Machine Co., Erie, Pennsylvania; Gulorosen Sales Corp., 17 State Street, New York, N.Y.; The Canadian Fairbanks-Morse Co., Ltd., St. John, Montreal or Toronto, Ont. We are not posted as to prices; better make enquiries of firms given above.

CO-OPERATIVE SOCIETIES

Some time ago I noticed in your enquiry department the address of the firm from whom it was possible to obtain information and literature with regard to forming an doperating a co-operative store, unfortunately this has been mislaid. Would be glad if you would repeat it.—Arthur W. Holmes, Ruthiloa, Sask.

Answer —The Co-operator, Brantford, Ont.

SPECIAL SALES FIRMS

Kindly give me a list of special sales firms who put on sales in different towns on commission or other basis. — Augustus McDonald, Souris, P.E. Island.

Answer—The only firm we know of is the T. K. Kelly Sales System, Minneapolis, Minn.

SECOND-HAND COUNTERS AND SHOW CASES

Kindly let me know where I can buy second-hand counters, show cases and store fixtures. B. St. Amond, Mont Joli, Que.

Answer Ontario Showcase Co., 321 King St. West, Toronto, Ont.; Jones Bros. & Co., 31 Adelaide St. West, Toronto, Ont.

FRAMED PICTURES

Will you kindly send me addresses of some wholesale firms selling framed pictures?—E. Harmer, Ltd., Norton, N.B.

Answer Phillips Manufacturing Co., 258-326 Carlaw Ave., Toronto; Mathews Bros., Dundas St., Toronto; Pugh Specialty Co., 38 Clifford St., Toronto; Davis Novelty Co, 212 Mappin Bldg., Montreal.

WESTERN HANDLERS OF BRAN AND SHORTS

Kindly give us the names of firms in Fort William or more west, where we could purchase one or more cars of bran and shorts? —The Alberta Grocery, Calgary, Alta.

Answer—Alberta Milling Co., Edmonton, Alta.; Edmonton Milling Co., Strathcona, Alta.; Robin Hood Mills, Calgary, Alta.; Soo Line Milling & Elevator Co., Weyburn, Sask.; Radisson Milling Co., Radisson, Sask.; Maple Creek Light, Power & Milling Co., Maple Creek, Sask.; Lumsden Milling & Grain Co., Lumsden, Sask.; Grenfell Milling & Elevator Co., Grenfell, Sask.; Echo Milling Co., Gladstone, Man.; Morden Milling Co., Morden, Man.; Laing Bros., Winnipeg, Man.

CARLOAD OF APPLES

Where can I buy carload of bbls. winter apples, f.o.b. Ontario, or N.S.? Private party preferred. 1919 delivery.—M. Agarand, Forget, Sask.

Answer Try McBride Bros., 35 Church St., Toronto, Ont.; Duncans Ltd., North Bay, Ont.; White & Co., Church and Front Sts., Toronto, Ont.; Lemon Bros., Owen Sound, Ont.

Nova Scotia.—United Fruit Company of Nova Scotia, Berwick, N.S.; Nova Scotia Shipping Co., Berwick, N.S.; H. Bligh & Son, Halifax, N.S.; W. H. Chase & Son, Wolfville, N.S.

REGARDING PEANUT BUTTER

Would you be good enough to oblige us with a copy of a good recipe for making peanut butter? —Wolf, Sayer & Heller, 76 St. Paul St. East, Montreal, Canada.

Answer—There is no particular recipe for making peanut butter. The peanuts are ground in a machine for that purpose with salt added. Machine may be purchased from Hobart Manufacturing Co., Toronto, Ont.

MANUFACTURERS OF WOODEN PAILS

Could you please give names of manufacturers of wooden pails for pickled fish? J. G. Robichaud, Shippegan, N.B.

Answer We would suggest that you get in touch with the Wm. Cane & Sons Co., Ltd., Newmarket, Ont., also Keenan Woodenware Co., Owen Sound, Ont., in regard to wooden pails for pickled fish. These firms state that they are prepared to manufacture these pails for you. In fact they have been doing this by the carload for different large packing houses, and will be pleased, indeed, to hear from you.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers

INFORMATION WANTED

Date.....191..

Please give me information on the following: .....Name .....

Address .....

.....

.....

.....

LARD

Have you ever had your customers ask for Farm Lard, the good, old-fashioned kind made in the open kettle. That is our Kettle Rendered Lard—a little higher in price but worth the money.

F. W. FEARMAN CO.
LIMITED
HAMILTON

ARCTIC
SAFETY

More Necessary than Ever

You simply can't take chances these days. With prices of many things going still higher people are becoming more critical than ever of the condition of the food they buy and the policy of the merchant in keeping everything fresh beyond a doubt. Don't take the risk of uncertain refrigeration. Get an Arctic at once and be safe. There's a style and price that will exactly fit your needs. Write to-day for free catalogue and prices.

JOHN HILLOCK & Co. Limited
Office, Showrooms and Factory: 154 GEORGE ST., TORONTO
AGENCIES:—A. Tilley, 54 McGill College Ave., Montreal; Geo. Cameron, Sparks St., Ottawa; J. McMillan, 200 Main St., Winnipeg; Western Butchers Co., Regina, Sask.; M. E. Watt, 572 Knox St., Vancouver, B.C.

Top Market Prices Paid

We want country merchants to write or phone us about their Butter, Eggs and Poultry.

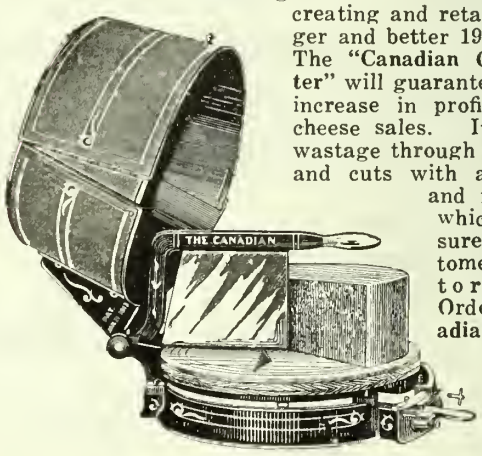
We have exceptional facilities for handling these products. Cash payments.

Write or Phone at once

C. A. Mann & Co.
London, Ont.
Phone 1577

Better equipment will bring you better business in 1919

Prepare now for a more profitable turnover during the year. Proper equipment will be a mighty strong means of consolidating the trade of the past, while creating and retaining a bigger and better 1919 business. The "Canadian Cheese Cutter" will guarantee you a big increase in profits on your cheese sales. It eliminates wastage through scraps, etc., and cuts with an accuracy and rapidity which will assure your customer satisfactory service. Order a "Canadian" to-day and reap your share of prosperity. Only $18.00.



The CANADIAN Open

The Computing Cheese Cutter Co.
WINDSOR, ONT.

Fish Foods

With the Smack of the Sea In Them

From the depths of the Atlantic come these delightful little sea foods to the counters and shelves of the Canadian grocery trade, later to be included in the order of every good housewife who appreciates quality at its very best.

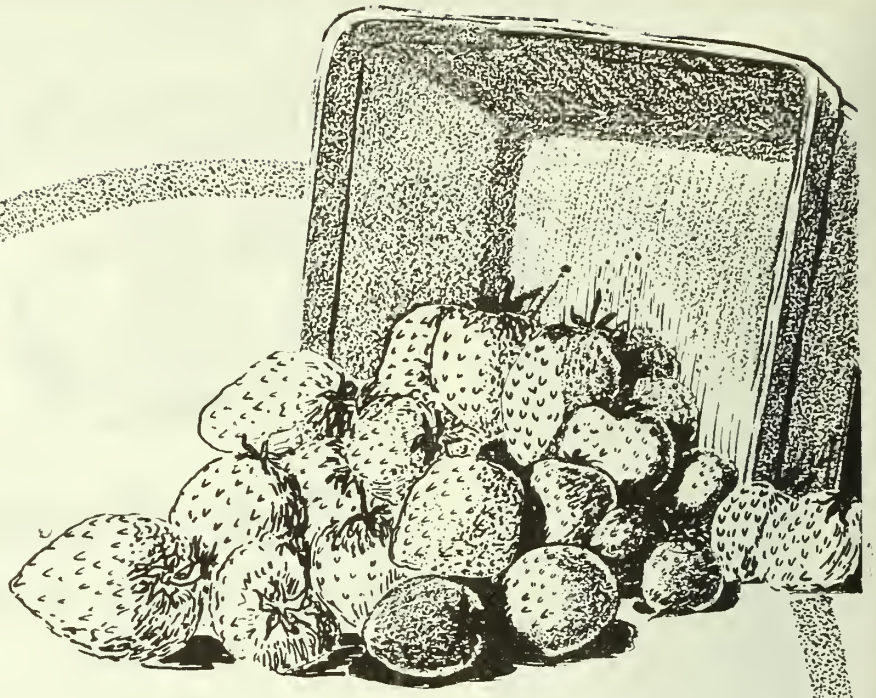
When you open up a case of Connors Bros.' **Brunswick Brand** you can rest assured that every can in that case is filled with as toothsome and well-flavored a sea food as careful selection and scientific processing can produce. And when you offer a customer a can of **Brunswick Brand Sea Foods**, you know that its quality is certain to satisfy her and to bring her back for more. You know the various lines, do you not? Check off here any particular ones you are short of:

¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies
(Round tins)

Kippered Herring
Herring in Tomato Sauce
Clams

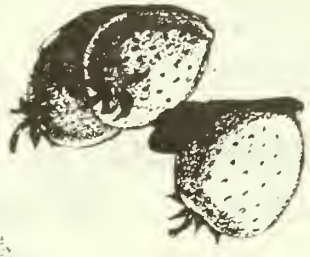
Connor Bros., Limited

BLACK'S HARBOR, N.B.



This Year's Pack

St. Williams Strawberry Jam



Made from big ripe juicy strawberries and refined sugar. Has the "want more" quality that you can safely guarantee.

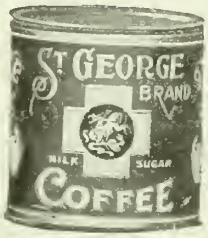
St. Williams Fruit Preservers, Limited
Simcoe and St. Williams, Ont.

Distributors

MACLURE AND LANGLEY, LIMITED

Montreal TORONTO Winnipeg

Sell the Canadian-Made Milk Products That You Know Are O.K.



Sell the Milk Products that you know are O.K.—the Milk Products that are Made-in-Canada.

Malcolm Milk Products are made up to a standard beyond which there is no better.

The strictest surveillance is always exercised in every part of their manufacture from the selecting of the best milk down to the sealing of the cans.

That's why you can recommend the Malcolm lines. They're good and they always satisfy.

Freight prepaid up to 50c per 100 pounds in Ontario, Quebec and the Maritimes. 5-case lots or more delivered to any point in these sections.

THE
MALCOLM CONDENSING CO., LTD.
St. GEORGE, Ontario
All-Canadian Condensed Milk Company

"PEERLESS" "ELGIN" "NOBILITY" CHOCOLATES

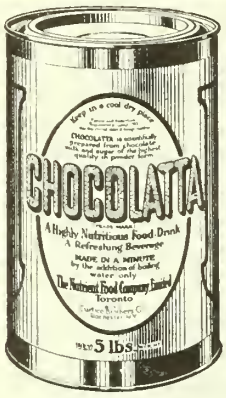
"Deliciously Different" is the general comment on these brands by particular people who appreciate superior flavor and quality in chocolates. Made by experts from a special recipe, using only the best chocolate and pure cane sugar.

Why not send for a small trial supply of these toothsome delicacies. A letter to-day brings a prompt reply.

"Large profits" can be made handling these chocolates. Their high quality and big demand makes them "active" sellers.

Nobility Chocolates, Limited St. Thomas, Ont.

Selling Agents
MACLURE & LANGLEY, LIMITED, TORONTO, MONTREAL, WINNIPEG



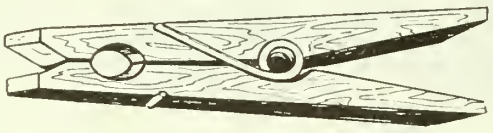
CHOCOLATTA

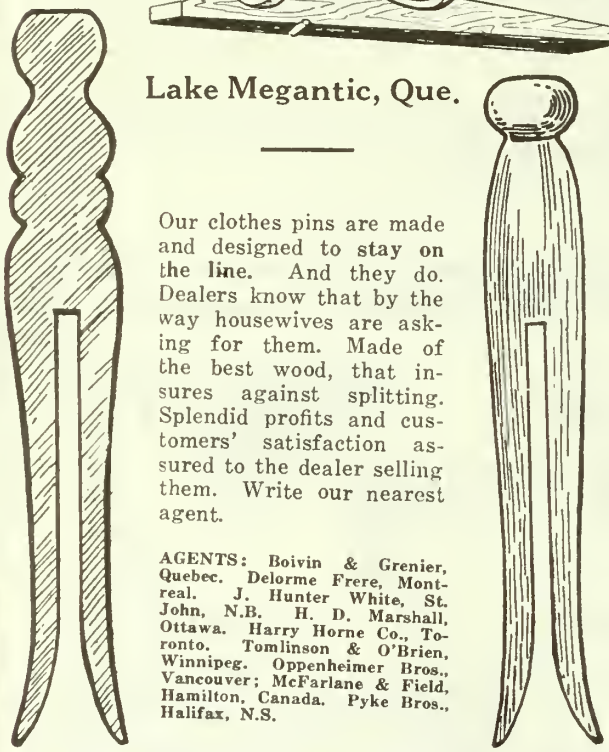
The CHOCOLATTA exhibit at the Toronto Exhibition has demonstrated to many thousands of Canadian people the excellence of CHOCOLATTA.

The wonderful appreciation of CHOCOLATTA shown by our visitors is a clear indication of the popularity CHOCOLATTA will enjoy amongst your customers.

THE NUTRIENT FOOD COMPANY LIMITED
1266 QUEEN STREET WEST
TORONTO, ONT.

The Megantic Broom Mfg. Co., Ltd.
Manufacturers of Brooms and Clothes Pins

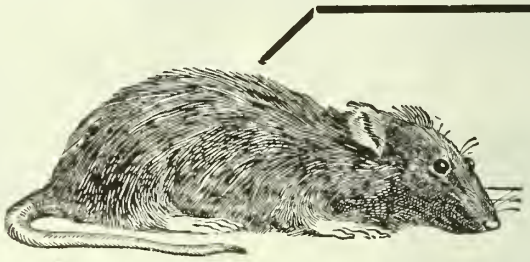




Lake Megantic, Que.

Our clothes pins are made and designed to stay on the line. And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

AGENTS: Boivin & Grenier, Quebec. Delorme Frere, Montreal. J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa. Harry Horne Co., Toronto. Tomlinson & O'Brien, Winnipeg. Oppenheimer Bros., Vancouver; McFarlane & Field, Hamilton, Canada. Pyke Bros., Halifax, N.S.

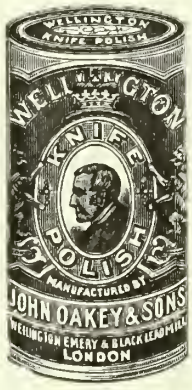


RID-OF-RATS

If we want to feed starving Europe it behooves us to kill off Rats and Mice that destroy foodstuff to the value of about $500,000,000.00 per annum. Use Rid-of-Rats. It is non-poisonous and can be used everywhere. No stench-creating dead bodies. Rodents leave premises before dying. Only patented Non-Poisonous Exterminator in the World. Made only by the Patentees.

Price—15 cents per box, $1.80 per doz., $1.00 per lb. in bulk

BERG & BEARD MFG. CO Inc.
100 Emerson Place Brooklyn N. Y



OAKEY'S
"WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery. etc.

John Oakey & Sons, Ltd.
Manufacturers of Emery Cloth, Black Lead, Glass Paper, &c.

LONDON, S.E., ENGLAND

AGENT:

Geo. B. Jenkinson, 78 Wellington Street North, Hamilton, Ontario.

SEASON 1919

Many of the restrictions upon the exportation of our productions during the war have now been removed, and others are about to be rescinded.

We hope shortly to again be able to ship to our Canadian friends our

"Old English Xmas Pudding," packed in tins and basins.
Silver Medal. Cream Stilton Cheese.

Particulars and enquiries from Hamblin Brereton, 256 Lemoine St., Winnipeg; Chapman, Montreal

TUXFORD & NEPHEWS, MELTON MOWBRAY, ENGLAND

JAMS
MARMALADES
PEELS

John Gray & Co., Ltd., Glasgow

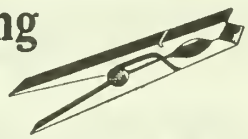
Established over a Century

Cable: Lamberton, Glasgow.
Codes: A.B.C. 4th and 5th Editions.

CONFECTIONERY
MARZIPAN
CHOCOLATE

Agents
Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada
Lind Brokerage Co., Ltd., Toronto

Dominion Spring Clothes Pins



An excellent pin that will please the housewife. You can get a supply from any good Wholesale Grocer or Jobber.

The J. H. Hanson Co., Ltd.
244 St. Paul St. West, Montreal

Salesmen Wanted

Men who have worked up a connection with the trade are far more valuable to you than inexperienced men. The way to locate them is through your trade paper, because wide-awake salesmen read it. When in need of salesmen use the Want Ad Page; the rates are 2 cents per word first insertion and one cent per word for each subsequent insertion, a charge of 5 cents extra is made for Box Number to cover cost of forwarding replies.

SALT PLANT, WINDSOR, ONTARIO

A reputation won by giving the housewives of Canada an absolutely pure table salt, with fine, even grain full of savour. This is why—

Windsor Table Salt
Made in Canada

is always in demand—and why Grocers like to handle it.

It pleases every customer.

THE CANADIAN SALT CO., LIMITED
WINDSOR, ONT.

COSGRAVE'S PURE Malt Vinegar

It pays you best to sell branded, guaranteed goods. That's why you ought to sell COSGRAVE'S PURE MALT VINEGAR.

Attractively Labeled Bottles—2 Sizes

RETAIL PRICES:

Large Bottle 25c. **Small Bottle 15c.**

100% Pure *Well Advertised*

ASK YOUR JOBBER FOR IT

Furnivall's

If every dealer knew the way Furnivall's Fine Fruit Pure Jams please even the most particular people — if they realized the nice profits to be made on these quick sellers — Furnivall's Jams would be displayed in every grocery store in Canada. Are you a Furnivall dealer?

FURNIVALL-NEW,
Limited
Hamilton, Canada

Canada Food Board License No. 14-167

AGENTS—**The City of Ottawa and the Lower Provinces** (except Cape Breton): Messrs. Geo. Hodge & Son, Ltd., Montreal, Que. **Ontario:** MacLaren Imperial Cheese Co., Ltd., Toronto, Ont. **Manitoba:** H. L. Perry Co., Winnipeg, Man. **Hamilton:** J. T. Price & Co. **Cape Breton, N.S.:** O. N. Mann, Turnbull Bldg., Sydney, N. S.

You know Marsh's Grape Juice. Do you know the other Marsh beverages — equally delicious and customer-pleasing?

Here they are—
Unfermented Port
Unfermented Black Cherry Wine
Unfermented Ginger Wine
Raspberry Vinegar
Creme de Menthe

We are still short of Grape Juice supplies but can fill your order on our other lines. Give them a trial.

The Marsh Grape Juice Company
NIAGARA FALLS, ONT.

Ontario Agents:

The MacLaren Imperial Cheese Co., Limited
Toronto, Ont.

Y & S STICK LICORICE

in 10c Cartons

Everything in Licorice for all Industries using

LICORICE

in any form.

Made in Canada by

National Licorice Company
MONTREAL

METALS · CHEMICALS · GLASS
B&S·H
Established 1790

WE SOLICIT YOUR ENQUIRIES FOR

English Castor Oil
In Barrels or Cases
Cream of Tartar
Cream of Tartar Substitute
Bicarbonate of Soda
Borax, Glycerine, Blue Vitriol
Citric Acid, Tartaric Acid

FULL PARTICULARS OF THE ABOVE GLADLY SUPPLIED ON REQUEST

B.&S.H. THOMPSON
& COMPANY LIMITED
MONTREAL

Branches: TORONTO WINNIPEG VANCOUVER NEW GLASGOW, N.S.

MADE IN CANADA

Taylor & Pringle Co.
Limited
OWEN SOUND, ONT.

Manufacturers of

PICKLES, CATSUPS, SAUCES,
VINEGAR, CIDER, ETC.
QUEEN QUALITY PICKLES
UNIVERSAL FRUIT SAUCE
PARAGON PICKLES
CATSUP RELISH

TAYLOR & PRINGLE'S PRODUCTS ARE GOOD PRODUCTS

TRADE EXCELSIOR MARK

Every "Excelsior" Broom is well formed, well sewn and evenly balanced—

So is the Price

Order a trial supply. We'll ship right "off the bat" and will give your order, be it small or large, our very best attention.

Excelsior Brooms and Whisks will give you good profits and your customers 100 per cent. value for the price charged.

Order now while it is on your mind

J. C. SLOANE

845 5th Avenue, Owen Sound, Ontario

Every EUREKA refrigerator

is equipped with the Eureka patented cold dry air circulation system.

And

because of the system and of the conscientious construction of the Eureka Refrigerator, every inch of the cooling chamber is equally good for the successful conservation of perishable foodstuffs.

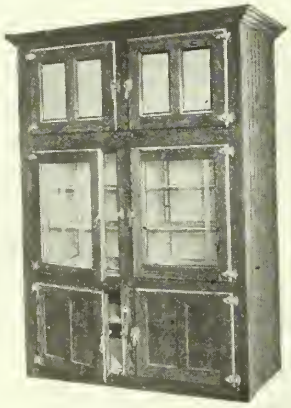
Ask a brother merchant who has one.

Satisfied customers our best ad.

EUREKA REFRIGERATOR CO., LTD.

Head Office: Owen Sound

Branches: Toronto, Hamilton, Montreal, Calgary, Halifax



No. 9
Eureka Refrigerator

Your last chance to secure

NEW NON-ALCOHOLIC LIQUERS

as the stock is about exhausted. These drinks are delicious. Send your orders early.

Flavors:

CREME DE MENTHE
CHERRY BRANDY
GINGER WINE
SLOE GIN
BLACKBERRY BRANDY

Order from your wholesaler or write us direct.

SELLING AGENTS

S. G. BENDON UTILITY CO.

30 St. Francois St.
MONTREAL

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $83.20 PER INCH PER YEAR

JAMS

DOMINION CANNERS, LTD.
Hamilton, Ont.

"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vase top Glass Jars, 16 oz. glass, 2 doz, case.

	Per doz.
Strawberry	$4 60
Currant, Black	4 50
Pear	3 90
Peach	3 90
Plum	3 70
Raspberry, Red	4 50
Apricot	4 00
Cherry	4 30
Gooseberry	4 00

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	$2 30
12 oz. Glass, Screw Top, 2 doz. in case	2 55
16 oz. Glass, Screw Top, 2 doz. in case	3 25
16 oz., Glass, Tall, Vacuum, 2 doz. in case	3 25
2's Tin, 2 doz. per case	4 80
4's Tins, 12 pails in crate, per pail	0 78
5's Tin, 8 pails in crate, per pail	0 97
7's Tin or Wood, 6 pails in crate	1 36
30's Tin or Wood, one pail in crate, per lb.	0 20

PORK AND BEANS "DOMINION BRAND"

	Per doz.
Individual Pork and Beans, Plain, 75c, or with Sauce, 4 doz. to case	$0 85
1's Pork and Beans, Flat, Plain, 4 doz. to case	0 92½
1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case	0 95
1's Pork and Beans, Tall, Plain, 4 doz. to case	0 95
1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to the case	0 97½
1½'s (20 oz.) Plain, per doz.	1 25
Tomato or Chili Sauce	1 27½
2's Pork and Beans, Plain, 2 doz. to the case	1 50
2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case	1 52½
2½'s Tall, Plain, per doz.	2 00
Tomato or Chili Sauce	2 35

Family, Plain, $1.75 doz.; Family, Tomato Sauce, $1.95 doz.; Family, Chili Sauce, $1.95 doz. The above 2 doz. to the case.

CATSUPS—In Glass Bottles

	Per doz.
½ Pts., Aylmer Quality	$1 90
12 oz., Aylmer Quality	2 35
	Per jug.
Gallon Jugs, Aylmer Quality	1 62½
	Per doz.
Pints, Delhi Epicure	2 70
½ Pints, Red Seal	1 45
Pints, Red Seal	1 90
Qts., Red Seal	2 45
Gallons, Red Seal	6 45

BORDEN MILK CO., LTD.,
180 St. Paul St. West,
Montreal, Can.

CONDENSED MILK
Terms, net, 30 days.

Eagle Brand, each, 48 cans	$9 60
Reindeer Brand, each 48 cans.	9 15
Silver Cow, each 48 cans	8 40
Gold Seal, Purity, each 48 cans	8 25
Mayflower Brand, each 48 cans	8 25
Challenge Clover Brand, each 48 cans	7 75

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	$6 90
Jersey Brand, Hotel, each 24 Cans	7 00
Peerless Brand, small, each 24 cans	3 15
St. Charles Brand, Tall, each 48 cans	6 90
Jersey Brand, Tall, each 48 cans	6 90
Peerless Brand, Tall, each 48 cans	6 90
St. Charles Brand, Family, 48 cans	6 50
Jersey Brand, Family, each 48 cans	5 75
Peerless Brand, Family, each 48 cans	5 75
St. Charles Brand, small, each 48 cans	2 90
Jersey Brand, small, each 48 cans	2 90
Peerless Brand, small, each 48 cans	2 90

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	$6 50
Reindeer Brand, small, each 48 cans	6 50
Regal Brand, each 24 cans	5 90
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. CLARK, LIMITED,
MONTREAL.

Compressed Corn Beef—½s, $2.95; 1s, $4.95; 2s, $9.45; 6s, $34.75.
Lunch Ham—1s, $6.95; 2s, $13.85.
Ready Lunch Beef—1s, $4.95; 2s, $9.
English Brawn — ½s, $2.95; 1s, $4.45; 2s, $8.95.
Boneless Pig's Feet—½s, $2.95; 1s, $4.45; 2s, $8.95.
Ready Lunch Veal Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Beef-Ham Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Beef Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Asst. Loaves — ½s, $2.50; 1s, $4.50.
Geneva Sausage—1s, $4.45; 2s, $8.75
Roast Beef—½s, $2.95; 1s, $4.95; 2s, $9.45; 6s, $34.75.
Roast Mutton—1s, $6.35; 2s, $11.95; square cans, $45.
Boiled Mutton—1s, $6.35; 2s, $11.95; 6s, $45.
Jellied Veal—½s, $3.35; 1s, $4.95; 2s, $9.25.
Cooked Tripe—1s, $2.95; 2s, $4.95.
Stewed Ox Tail—1s, $2.35; 2s, $4.45.
Stewed Kidneys—1s, $4.45; 2s, $8.45.
Mince Collops—½s, $1.95; 1s, $3.90; 2s, $6.85.
Sausage Meat—1s, $3.95; 2s, $7.95.
Corn Beef Hash — ½s, $1.95; 1s, $3.95; 2s, $5.90.
Beef Steak and Onions—½s, $2.95; 1s, $4.95; 2s, $8.95.
Jellied Hocks—2s, $9.45; 6s, $30.
Irish Stew—1s, $2.95; 2s, $5.95.
Cambridge Sausage—1s, $4.45; 2s, $8.75.
Boneless Chicken—½s, $5.95; 1s, $9.95.
Boneless Turkey — ½s, $5.95; 1s, $9.00.
Ox Tongue—½s, $4.95; 1s, $12.00; 1½s, $18.50; 2s, $23.95; 3½s, $44.00; 6s, $60.00.
Lunch Tongue—½s, $4.90; 1s, $10.45.
Mince Meat (Tins)—1s, $2.90; 2s, $4.00; 5s, $12.90.

FIGS

A short time ago we told you about a lot of Smyrna figs which we had.

Many buyers availed themselves of our offering and we have sold a large part of the shipment. We are sure that there are many dealers who can take on some of these figs with advantage, and who have not yet done so.

The quality is the best we ever saw packed in bags, in fact they are fancy stock, large, fat and luscious.

Where they have been placed before the people they have met with ready sale, some of our customers having sold over the counter inside a month as much as a thousand pounds and this right in the middle of the fresh fruit season.

Write us for sample or better still send us an order for immediate. We are also booking orders for shipment Oct. 1st.

The latest reports from Turkey indicate a very short coming crop caused by lack of attention to the trees and also by reason of insurgent Turks being in control of a great many of the fig growing districts, thus preventing the fruit being forwarded to Smyrna, where it is selected and packed into bags and boxes.

Smyrna Fancy Figs, Bags, 65 lbs., 19

H. P. ECKARDT & CO

WHOLESALE GROCERS

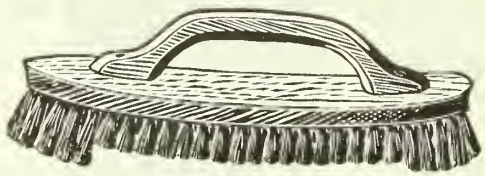
CHURCH STREET & ESPLANADE TORONTO

Don't Disappoint Your Customers When They Ask for Simms' Brushes

Whether it's a Broom, a Stove-Brush, a Whisk, or a Scrubbing-Brush, be sure you have an ample supply of Simms' Brooms and Brushes on hand. There are no better Brooms or Brushes made—there are none possessing the advantages of the various Simms' exclusive processes, which, together with the excellence of materials and skilled workmanship, are the secrets of the great superiority of the Simms' products.

Backed by 52 years' experience—and your sales pushed in every way by our advertising and dealer-helps.

Write for catalogues and prices, showing the great variety of styles.



T. S. Simms & Co., Limited

ST. JOHN, N.B.

Branches: Montreal Toronto London

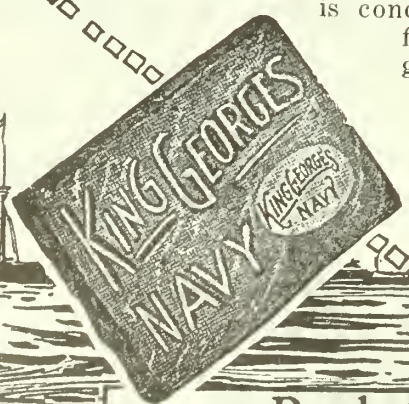
KING GEORGE'S NAVY

CHEWING TOBACCO

is in demand the year round

There is no "off" season where KING GEORGE'S NAVY CHEWING TOBACCO is concerned. Its sweet, rich "toothsome" flavor gets the men and gets them good. Every sale satisfies and pulls repeats.

Are you well stocked to-day?



Rock City Tobacco Co., Ltd.

Reaching EVERY Class

CARNATION MILK advertising is as broad as the Dominion of Canada. Every town and city *and* every farm community is reached. English and French. City people and farm people, summer visitors, hunters, miners, lumbermen. Everybody who has a use for Carnation Milk is being told about it ***and is being told to buy it at the grocery store.***

The Carnation News

ANNOUNCING THE WINNERS IN THE BIG PRIZE WINDOW CONTEST

Are you displaying Carnation Milk in your window or in your store?

Remember your jobber has Carnation Milk or can get it for you.

Write our Aylmer office for a free copy of our illustrated newspaper "Carnation News."

Made in Canada by

Carnation Milk Products Co., Limited

Aylmer, Ont.
Seattle and Chicago, U.S.A.

Condenseries at Aylmer and Springfield, Ont.

Canada Food Board Licenses 14-96 and 14-97.

Carnation Milk

"from Contented Cows" MADE IN CANADA

Some Day You Will Understand

That you have not been playing fair with your customers.

That you have not been exercising your ability as a salesman.

That you have not controlled your business as you should.

That you have taken 40c from a customer when 25c would have been plenty.

That billboards and newspaper advertising cost millions of dollars.

That you and the others are unconsciously paying these millions of dollars.

That these millions of dollars of billboard and newspaper advertising brings up the high cost of living.

Things are not like they used to be.....Advertising sets some people crazy.....and advertising makes some grocers lazy. Advertising is causing some grocers to lose every spark of salesmanship they ever possessed. It is sapping the real pleasure out of their commercial life.....

The time has come when you have got to do your share to reduce the high cost of living, and in place of charging your customer 35 and 40c for one pound of baking powder, it will be your duty to sell them a pound of baking powder for 25c that will give them 100 per cent. satisfaction, and at the same time give you a good average profit.

The Integrity Mills of Toronto, which is owned by the Harry Horne Co., Ltd., are in a position to make for any grocer in Canada a baking powder in one pound tins under private brand and name, that will give the maximum satisfaction to any housewife in Canada for 25c.

This baking powder, Mr. Merchant, will cost you $25.00 per gross, F.O.B. Toronto, packed 4 doz. in case. Total shipping weight of one gross is 175 lbs. Our modern facilities and expert knowledge of this business is at your command, to help reduce the high cost of living.....Join up with us to-day.....It is up to you, and the results will be both gratifying to you and your customers.

Write to Harry Horne of Integrity Mills of Toronto
for specimen labels and sample of material.

All orders will be shipped within Five days of receipt thereof . . . . and terms of payment 30 days from date of shipment.

BODLEY'S

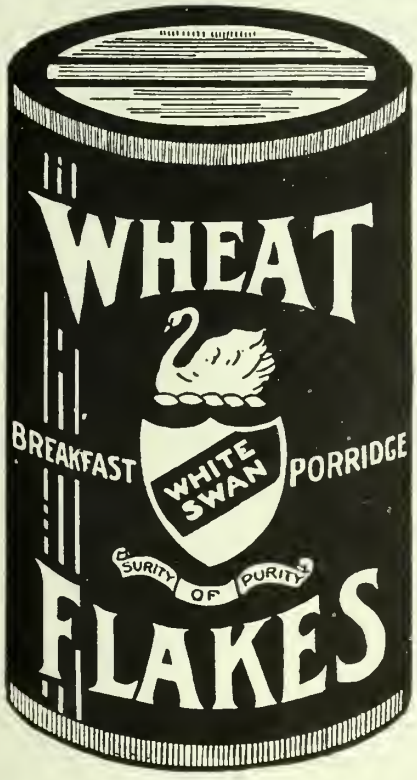
FRUIT AND POUND CAKE

A line of unexcelled quality.

Special size show cases for display.

Write for Price List.

C. J. BODLEY, LIMITED - TORONTO



White Swan Wheat Flakes

Something better in the way of a breakfast food

All the flavor and all the nutriment of the finest wheats are deliciously developed in White Swan Wheat Flakes.

Urge every housewife to try a package of these Wheat Flakes. You can be confident that her opinion of this delightful breakfast food will cause her to ask for it later by preference.

And you'll find White Swan Wheat Flakes a real money-maker.

White Swan Spices and Cereals, Limited

TORONTO, CANADA

"Where Can I Buy Mapleine ?

It makes such delicious and economical table syrup and is so good in all kinds of desserts I don't feel I can do without it. Can't you induce my grocer to stock it?"

We get these inquiries every day—don't let them come from your customers. Mapleine is just as essential on your shelves as vanilla. Order of your jobber or

Mason & Hickey, Box 2949, Winnipeg
F. E. Robson, 25 Front St., Toronto M-451

Dole Bros. Hops & Malt Co.

BOSTON, MASS., U.S.A.

"SUPERIOR" BRAND HOPS
FOR FAMILY TRADE

They are carefully selected and packed for the Canadian trade, in cases of 10, 15 or 30 lbs. each, containing ¼, ½ or 1-lb. packets.

R. E. BOYD & COMPANY
Agents for the Province of Quebec
15 STE. THERESE ST. - - MONTREAL

We can ship you a car load of

Canning Box Shooks

within one week of receipt of order

Write or Wire for Prices

W. C. Edwards & Co., Limited

Ottawa, Ontario

GEORGIAN BAY APPLES

We Invite Correspondence for Fall and Winter Supplies.

LEMON BROS.

Owen Sound, Ont.

Mince Meat (Bulk)—5s, 17c; 10s, 16c; 25s, 15; 50s, $15.
Chateau Brand Pork and Beans, with Tomato Sauce—Ind., $1.05; 1s, $1.65; 2s, $2.35; 3s, $3.50. With Plain Sauce—Ind., 95c; 1s, $1.60; 2s, $2.30; 3s, $3.30.
Chateau Brand Concentrated Soups—Celery, $1.45; Consomme, $1.45; Green Peas, $1.45; Julienne, $1.45; Mutton Broth, $1.45; Ox Tail, $1.45; Pea, $1.45; Scotch Broth, $1.45; Chicken, $1.60; Mock Turtle, $1.45; Tomato, $1.45; Vermicelli Tomato, $1.45; Soups and Bouilli, 6s, $15.
Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 85c; 1s, $1.00; 1½s, $1.45; 2s, $1.90; 3s, talls, $2.75; 6s, $8; 12s, $16. Plain Sauce, Pink Label—Ind., 85c; 1s, $1.00; 1½s, $1.45; 2s, $1.90; 3s (talls), $2.75; 6s, $8; 12s, $12.
Chili Sauce (red and gold label)—Ind., 85c; 1s, $1.00; 1½s, $1.45; 2s, $1.90; 3s, $2.75.
Vegetarian Baked Beans and Tomato Sauce—2s, $1.90.
Sliced Smoked Beef—½s, $2.45; 1s, $3.45; 4s, $24.
Canadian Boiled Dinner—1s, $2.45; 2s, $4.95.
Army Rations—Beef and Vegetables, 1s, $2.45; 2s, $4.95.
Spaghetti with Tomato Sauce with Cheese—½s, $1.40; 1s, $1.85; 3s, $3.35.
Tongue, Ham and Veal Pates—½s, $2.35.
Ham and Veal Pates—½s, $2.40.
Smoked Vienna Style Sausage—½s, $2.85.
Pate De Foie—¼s, 80c; ½s, $1.40.
Plum Pudding—½s, $1.95; 1s, $3.85.
Potted Beef Ham—¼s, 80c; ½s, $1.45.
Potted Beef—¼s, 80c; ½s, $1.45.
Potted Tongue—¼s, 80c; ½s, $1.45.
Potted Game (Venison)—¼s, 80c; ½s, $1.45.
Potted Veal—¼s, 80c; ½s, $1.45.
Potted Meats (Assorted)—¼s, 85c; ½s, $1.50.
Devilled Beef Ham—¼s, 80c; ½s, $1.45. Beef—¼s, 80c; ½s, $1.45.
Devilled Tongue — ¼s, 80c; ½s, $1.45. Veal—¼s, 80c; ½s, $1.45.
Devilled Meats (Assorted) — ¼s, 85c; ½s, $1.50.

In Glass Goods

Fluid Beef Cordial—20 oz. bottles, ...; 10 oz., ...
Ox Tongue — 1½s, $20.00; 2s, $24.95.
Lunch Tongue (in glass)—1s, $11.95
Sliced Smoked Beef (in glass)—¼s, $1.80; ½s, $2.80; 1s, $3.90.
Mincemeat (in glass)—1s, $3.25.
Potted Chicken (in glass) — ¼s, $2.90.
Ham (in glass)—¼s, $2.90.
Tongue (in glass)—¼s, $2.90.
Venison (in glass)—¼s, $2.90.
Meats, Assorted (in glass)—$2.90.
Chicken Breast (in glass) — ½s, ...
Tomato Ketchup — 8s, $2.20; 12s, $2.75; 16s, $3.40.
Chili Sauce—10 oz., $3.25.
Peanut Butter — ¼s, $1.45; ½s, $1.95; 1s, $2.45; in pails, 5s, 31c; 12s, 29c; 24s, 28c; 50s, 28c.

B.C. HOPS

Dominion Brand, quarters, per short weight pound 0.30
Dominion Brand, halves, per short weight pound 0.29
Maple Leaf Brand, ¼ lb. packages, per full weight pound. 0 40
Maple Leaf Brand, ½ lb. packages, per full weight pound. 0.39

COLMAN'S OR KEEN's MUSTARD

	Per doz. tins
D.S.F., ¼-lb.	$2 80
D.S.F., ½-lb.	5 30
D.S.F., 1-lb.	10 40
F.D., ¼-lb.	

	Per jar
Durham, 1-lb. jar, each	$0 60
Durham, 4-lb. jar, each	2 25

CANADIAN MILK PRODUCTS, LIMITED,
Toronto and Montreal
KLIM

Hotel	$20 00
Household size	9 00
Small size	5 75

F.o.b. Ontario jobbing points, east of and including Fort William. Freight allowance not to exceed 50c per 100 lbs., to other points, on 5-case lots or more.

THE CANADA STARCH CO., LTD.
Manufacturers of the Edwardsburg Brands Starches

Laundry Starches—

Boxes	Cents
40 lbs., Canada Laundry	0.10
40 lbs., 1-lb. pkg., Canada White or Acme Gloss	0.10½
48 lbs., No. 1 White or Blue Starch, 3-lb. cartons	0.11
100-lb. kegs, No. 1 white	0.10½
200-lb. bbls., No. 1 white	0.10½
30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs.	0.12
48 lbs., Silver Gloss, in 6-lb. tin canisters	0.13½
36 lbs. Silver Gloss, in 6-lb. draw lid boxes	0.13½
100 lbs., kegs, Silver Gloss, large crystals	0.11½
40 lbs., Benson's Enamel, (cold water), per case	3.25
Celluloid, 45 cartons, case	4.50

Culinary Starch

40 lbs., W. T. Benson & Co.'s Celebrated Prepared	0.11¾
40 lbs. Canada Pure or Challenge Corn	0.10¼
20-lb. Casco Refined Potato Flour, 1-lb. pkgs.	0.16½
(20-lb. boxes, ¼c higher, except potato flour)	

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz.	1 50
Knox Plain Sparkling Gelatine (makes 4 pints), per doz.	$2 00
Knox Acidulated Gelatine (Lemon Flavor), makes 4 pints, per doz.	2 10

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP

Perfect Seal Jars, 3 lbs., - doz. in case	$4.30
2-lb. tins, 2 doz. in case	5.45
5-lb. tins, 1 doz. in case	6.05
10-lb. tins, 1 doz. in case	5 75
20-lb. tins, ¼ doz. in case	5 70
(Prices in Maritime Provinces 10c per case higher.)	
Barrels, about 700 lbs.	$0 08¼
Half bbls., about 350 lbs.	0 08½
¼ bbls., about 175 lbs.	0 08¾
2-gal. wooden pails, 25 lbs.	2 60
3-gal. wooden pails, 38½ lbs.	3 85
5-gal. wooden pails, 65 lbs.	6 25

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	$5 95
5-lb. tins, 1 doz. in case	6 55
10-lb. tins, ½ doz. in case	6 05
20-lb. tins, ¼ doz. in case	6 25
(5, 10, and 20-lb. tins have wire handles.)	

MOZOLA COOKING OIL

	Per case
No. 1, 24 tins	12 00
No. 2, 12 tins	11 50
No. 8, 6 tins, 7½ lbs. each	20 25
No. 5, 2 tins, 37½ lb. each	30 00

INFANTS' FOOD
MAGOR, SON & CO., LTD.

	Doz.
Robinson's Patent Barley— 1 lb.	$4 00
½ lb.	2 00
Robinson's Patent Groats— 1 lb.	4 00
½ lb.	2 00

NUGGET POLISHES

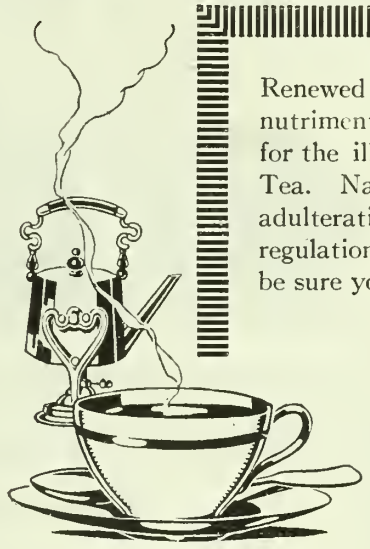
	Doz.
Polish, Black, Tan, Toney Red and Dark Brown	$1 15
Card Outfits, Black and Tan	4 15
Metal Outfits, Black and Tan	4 85
Creams, Black and Tan	1 25
White Cleaner	1 25

IMPERIAL TOBACCO CO. OF CANADA, LIMITED
EMPIRE BRANCH

Black Watch, 10s, lb.	$1 20
Bobs, 12s	1 00
Currency, 12s	1 00
Stag Bar, 9s, boxes, 6 lbs.	1 08
Pay Roll, thick bars	1 25
Pay Roll, plugs, 10s, 6-lb. ¼ caddies	1 25
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs	1 08
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes	1 12
Forest and Stream, tins, 9s, 2-lb. cartons	1 44

This Ad. Will Create Business For You

JAPAN TEA



Renewed vigor in the hour of fatigue, nutriment for the strong and health for the ill are in each cup of Japan Tea. Natural purity and absence of adulteration are Japanese Government regulations. Drink Japan Tea and be sure your tea is pure.

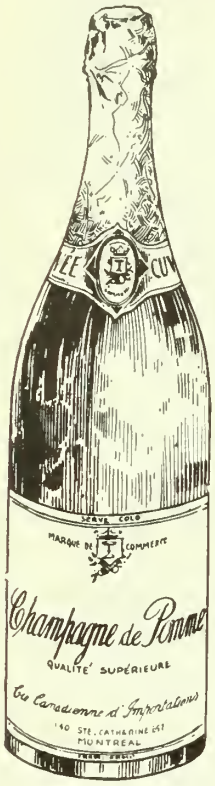
"Tea tempers the spirit, awakens thought and refreshes the body."

14

HERE we show you one of a series of consumer ads by which we are helping dealers everywhere to boost their sales of Japan Tea.

Display a few packages of this natural green leaf and be one of the dealers to benefit from this National Advertising. You'll find Japan Tea an excellent money-maker.

GROCERS



ORDER YOUR STOCK OF

Champagne de Pomme

NOW

It makes a delicious drink. Put up in pint bottles or splits. Recommend it to your customers. Pays a good profit. Easy to sell.

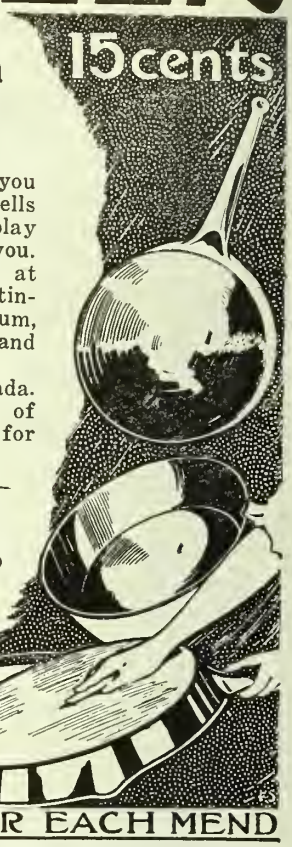
Order from your wholesaler or

Cie Canadien Importation
140 ST. CATHERINE ST. E.
Montreal

We want Agents in Every City and Town.

VOL-PEEK

Fast Seller with Big Profits



Vol-Peek is the most rapid seller you can place on your counter. It sells on sight. Our bright colored display stand will make many sales for you. Vol-Peek mends kitchen utensils at **½ cent per mend.** Pots, pans, tinware, graniteware, copper, aluminum, etc. Easily applied, sanitary and guaranteed satisfactory.
Sold and advertised all over Canada. Write to-day for a display stand of 24 packages, $2.25. 60% profit for you.

Order through your jobber or direct to—

N. NAGLE & CO.
(Owning and operating Vol-Peek Mfg. Co.)
BOX 2024. MONTREAL, CANADA

COSTS ONLY ½c FOR EACH MEND

Canada Beaver Brand Brooms

All grades of Brooms. Best material of Illinois Corn.

10 different grades of whisks.

3 different grades of Toy Brooms.

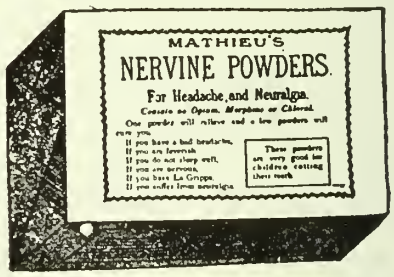
10 different grades of Household Brooms.

Warehouse Brooms a specialty. Best Maple Hardwood Handles.

Expert Workmen and first-class materials.

The
Canada Broom & Brush Co., Limited
RIDGETOWN, ONT.
Sales Manager
Mr. M. Webber, Ridgetown, Ont.

This is a Dependable Remedy



for La Grippe, Sleeplessness, Sick Headache, Neuralgia, etc.

Many of your customers need just such a simple little health restorer as MATHIEU'S NERVINE POWDERS.

Display Mathieu's on your sales counter and recommend them. They'll profit you well.

J. L. Mathieu Co.
SHERBROOKE, QUEBEC

You Can Supply 22 Different Colors from Black and Navy to Delicate Pink

With

Sunset Soap Dyes

Thousands of dealers are finding these dyes steady profit producers and wonderful repeaters, because with them practically every customer can be satisfied. The wide range of colors includes Black, the ever-popular Navy Blue and U.S. Olive Drab, all of which are proving Big Sellers these days.

Sunset Soap Dyes are being extensively and truthfully advertised in high-class publications to help you do more business. These clean, brilliant home dyes will permanently color any fabric from a sheer waist to a heavy overcoat without staining hands or utensils.

Order a gross now, packed in an attractive sales-stimulating container. Put it on your counter and watch the quick turnover. Sunset, selling at 15c, gives you a very attractive profit, and it's a wonderful repeater.

North American Dye Corporation
Mount Vernon, N.Y. **Toronto, Canada**

Sales Representatives for U.S. and Canada:
Harold F. Ritchie & Company, Ltd.
NEW YORK TORONTO

This Means Real Profit

The progressive dealer does not want to be bothered handling a line that does not yield worthwhile profits.

Our newspaper advertising is creating an increasing demand for

Shirriff's

(True Seville)

Orange Marmalade

so dealers who are not already profiting by this should lose no more time.

Only the best of Seville oranges from Sunny Spain and pure cane sugar are used in this delicious product. In well-equipped factories experts devote their knowledge and experience to the manufacturing of Shirriff's and as a result there is no superior marmalade on the market.

Here is a real, easy-selling line. Get after it. Place your order to-day.

Imperial Extract Co.
TORONTO

Selling Agents: Harold F. Ritchie & Co., Limited, Toronto and Montreal

Field & Co.

(Fruit Merchants) Ltd.

40-41-42, KING WILLIAM ST.
LONDON, E.C.4, ENGLAND

Cables: "Loudly, London."
Codes (Private): A.B.C. 4th and 5th Editions, Western Union and Bentleys.

Direct Shippers

Portuguese Sardines, French Sardines, Norwegian Brisling, Sild, Herrings, &c; Dried Fruits, Currants, Dates, Raisins, Evaporated Fruits; Almonds and Nuts of all kinds, Shelled and Prepared Almonds; Almonlike (substitute for Prepared Almonds); Shelled Walnuts and Kernels; Spices; Rices, Tapiocas, &c.; Confectionery, Chemicals, &c.

Proprietors of

Turban Dates
BRAND BUSREH

IN CARTONS. Cases each 60 nominal pounds

Turban Puddings
COMPLETE

Whole Rice Custard
Barley Flake Custard
Sago Custard
Ground Rice Custard
Tapioca Custard
Semolina Custard

All ingredients in the packet. No Eggs, Sugar or Milk required. A quart of water and a packet of Turban gives a rich milky pudding for six persons. Cases each 6 dozen assorted.

OBAYO REAL SARDINES

The Elite of the Sea

Guaranteed real Sardines, carefully packed in pure oil. Of high grade quality and fine flavor. Attractive gold and blue labels.

Packed in following sizes, 22 m/m. ¼-club. Nominal 10 oz. 12 oz. and 18 oz. All with keys.

Special Quotations upon Application.

Forest and Stream, ¼s, ½s, and 1-lb. tins	1 50
Forest and Stream, 1-lb. glass humidors	1 75
Master Workman, bars, 7s, 3½ lbs.	1 20
Derby, 9s, 4-lb. boxes	1 08
Old Virginia, 12s	1 50
Old Kentucky (bars), 8s, boxes, 5 lbs.	1 25

WM. H. DUNN, LTD., Montreal

BABBITTS

Soap Powder, case 100 pkgs..	$5 65
Cleanser, case 50 pkgs.	3 10
Cleanser (Kosher), cs. 50 pkgs	3 10
Pure Lye, case of 4 doz.	5 95

JELL-O
Made in Canada

Assorted case, contains 4 doz.	$5 40
Lemons, 2 doz.	2 70
Orange, 2 doz.	2 70
Raspberry, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Chocolate, 2 doz.	2 70
Cherry, 2 doz.	2 70
Vanilla, 2 doz.	2 70

Weight, 8 lbs. to case. Freight rate second class.

JELL-O ICE CREAM POWDERS
Made in Canada

Assorted case, contains 2 doz.	$2 70
Chocolate, 2 doz.	2 70
Vanilla, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Unflavored, 2 doz.	2 70

Weight, 11 lbs. to case. Freight rate second class

BLUE

Keen's Oxford, per lb.	$0 24
In cases 12-12 lb. boxes to case	0 25

COCOA AND CHOCOLATE
THE COWAN CO., LTD.
Stirling Road, Toronto, Ont.

Cocoa

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.	$5 25
Perfection, ½-lb. tins, doz.	2 75
Perfection, ¼-lb. tins, doz.	1 45
Perfection, 10s size, doz.	1 10
Perfection, 5-lb. tins, per lb.	0 42
Supreme Breakfast Cocoa, ½-lb. jars, 1 and 2 doz. in box, doz.	3 00
Soluble Cocoa Mixture (Sweetened) 5 and 10-lb. tins, per lb.	0 28

(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. boxes, per lb.	0 41
Supreme Chocolate, 10c size, 2 doz. in box, per box	1 90
Perfection Chocolate, 10c size, 2 doz. in box, per box	1 90

SWEET CHOCOLATE—	Per lb.
Eagle Chocolate, ¼s, 6-lb. boxes	0 32
Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case	0 31
Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs., in case	0 32
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 33
Diamond Crown Chocolate, 28 cakes in box	1 10

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	$0 45
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Milk Croquettes, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb.	0 41
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb.	0 41
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 41
No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb.	0 41
No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb.	0 36
No. 1 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 41
No. 2 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 36
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60

NUT MILK CHOCOLATE, Etc.

Nut Milk Chocolate, ½s, wrapped, 4-lb. box, 36 boxes in case, per lb.	0 46
Nut Milk Chocolate, ¼s, wrapped, 4-lb. box, 36 boxes in case, per lb.	0 47
Fruit and Nut or Nut Milk Milk Chocolates, lbs., unwrapped, 6-lb. box, 5 div. to cake, 32 boxes to case, lb.	0 43
Nut Milk Chocolates, 5s squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box	2 35
Fruit and Nut Milk Chocolate, 2-lb. cakes, each 20 divisions, 3 cakes to box, 32 boxes to case, per box	2 50
Fruit and Nut Milk Chocolate Slabs, per lb.	0 42
Milk Chocolate Slabs, with Assorted Nuts, per lb.	0 43
Plain Milk Chocolate Slabs, per lb.	0 42

MISCELLANEOUS

Maple Buds, fancy, nearly 1 lb., ½ doz. in box, per doz.	$5 50
Maple Buds, fancy, ½ lb., 1 doz. in box, per doz.	2 75
Assorted Chocolate, 1 lb., ½ doz. in box, per doz.	5 50
Assorted Chocolate, ½ lb., 1 doz. in box, per doz.	2 75
Chocolate Ginger, ½ lb., 1 doz. in box, per doz.	2 75
Crystallized Ginger, ½ lb., 1 doz. in box, per doz.	2 75
Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per lb.	0 46
Triumph Chocolate, ¼'s, 4-lb. boxes, 35 boxes in case, per box	0 47
Triumph Chocolate, ½-lb. cakes, 4 lb., 35 boxes in case, per lb.	0 46
Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross	1 15
120—1c. Milk Chocolate Sticks, 60 boxes in case..	0 80

5c LINES

	Toronto Prices Per box
Filbert Nut Bars, 24 in box, 60 boxes in case	$0 95
Almond Nut Bars, 24 in box, 50 boxes in case	0 95
Puffed Rice Bars, 24 in box, 50 boxes in case	0 95
Ginger Bars, 24 in box, 50 boxes in case	0 95
Fruit Bars, 24 in box, 50 boxes in case	0 95
Active Service Bars, 24 in box, 50 boxes in case	0 95
Victory Bar, 24 in box, 60 boxes in case	0 95
Queen's Dessert Bar, 24 in box, 50 boxes in case	0 95
Regal Milk Chocolate Bar, 24 in box, 50 boxes in case	0 95
Royal Milk Cakes, 24 in box, 50 boxes in case	0 95
Cream Bars, 24 in box, 50 boxes in case, per box	1 00
Maple Buds, 6c display boxes. 6c pyramid packages, 6c glassine envelopes, 4 doz. in box	1 90

10c LINES

Maple Buds, 10c, 1 doz. in box, 50 boxes in case, per doz.	$0 95
Medallions, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Lunch Bar, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Coffee Drops, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Milk Wafers, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Chocolate Beans, 10c, 1 doz in box, 50 boxes in case, per doz.	0 95
Chocolate Emblems, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Chocolate Wafers, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Circus Wagons, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Queen's Dessert, 10c cakes, 24 in box, per box	1 80

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MONSIEUR A. ESCOFFIER, CHEF DE CUISINE, CARLTON HOTEL, LONDON, the WORLD'S MOST EMINENT FOOD EXPERT, has prepared specially for export to CANADA, a selection of his most exquisite Chefs-d'oeuvres which have made his name supreme in Culinary Art amongst Royalty and discriminating epicures.

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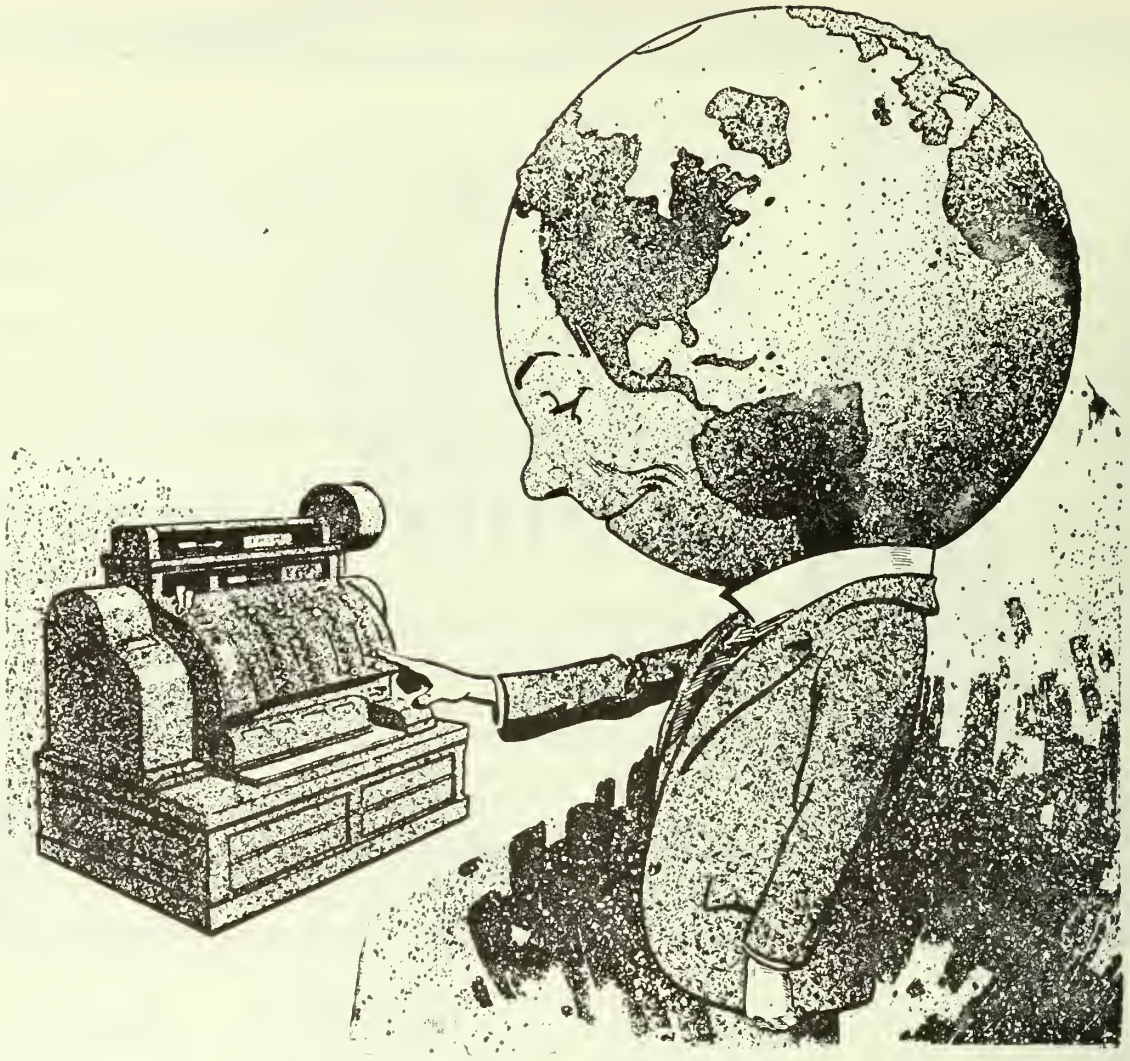

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National Cash Registers are the result of 35 years of study and invention.

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RID your store of dust—customers both men and women dislike dusty goods. Bright, clean merchandise creates a desire to purchase. Banish dust from your store and maintain your reputation for clean merchandise.

Dust cannot rise if your floors and shelving are treated with Imperial Standard Floor Dressing—the modern dust preventer.

STANDARD Floor Dressing

prevents dust by its action. Floors treated with it retain their first clean smoothness. To keep the floor clean, sweep regularly with a stiff broom.

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A gallon is sufficient to treat 500 to 700 square feet of floor surface.

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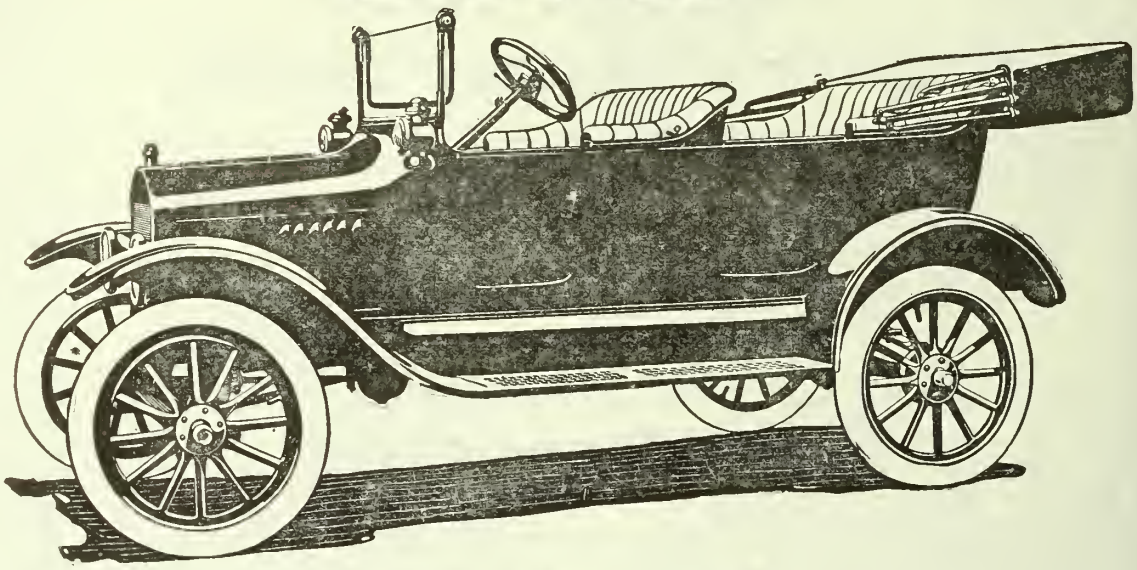
Sold in one gallon and four-gallon cans, also half-barrels and barrels.

Ask the Imperial Oil man.

IMPERIAL OIL LIMITED

BRANCHES IN ALL CITIES

Ford



"A Joan of Arc Machine"

SHE withstood everything in the field and above all was, and still is, the last and only car to survive until the cessation of hostilities"—Extract from letter received by Ford Motor Company from a British Soldier, in Africa.

Over shell-torn roads, through water soaked fields, second only to the tanks in its power to climb debris and crater holes, the Ford car made a world famous record in the fighting area of the great war. In press despatches, in field reports, in letters, in rhyme and song the praises of the Ford were sounded.

In France	-	700 cars out of 1,000 were Fords
In Italy	-	850 cars out of 1,000 were Fords
In Egypt	-	996 cars out of 1,000 were Fords
In Mesopotamia		999 cars out of 1,000 were Fords

The Ford power plant that established this world-wide record in every theatre of the war remains the same. It will be in the Ford you buy.

Ford Runabout, $660. Touring, $690. On open models the Electric Starting and Lighting Equipment is $100 extra. Coupe, $975. Sedan, $1,175 (closed model prices include Electric Starting and Lighting Equipment). Demountable rims, tire-carrier and non-skid tires on rear as optional equipment on closed cars only at $25 extra. These prices are f. o. b. Ford, Ont., and do not include War Tax.

Buy only Genuine Ford Parts. 700 Canadian Dealers and over 2,000 Service Garages supply them.

119

Ford Motor Company of Canada, Limited

Ford - Ontario

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FOR PRESERVING

As usual we are representing some of the largest growers who ship the best Peaches to the Toronto Market.

Grapes, Plums, Cantaloupes, etc.

Foreign Pears, Peaches, Grapes, Spanish Onions, Sweet Potatoes

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This week will be

Peach Week

We have fresh arrivals each day of the finest of all varieties for canning. Let us supply you.

Also

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SWEET POTATOES
ORANGES BANANAS
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HUGH WALKER & SON
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We are pleased to advise the trade that we can now supply our

Standard Brooms
Prompt Shipment

and will be glad to book your order.

Prices ***right.*** ***Quality*** as usual.

Walter Woods & Co.
Hamilton and Winnipeg

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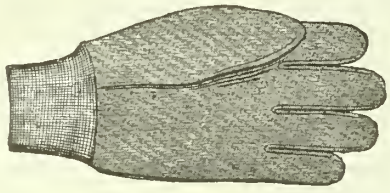
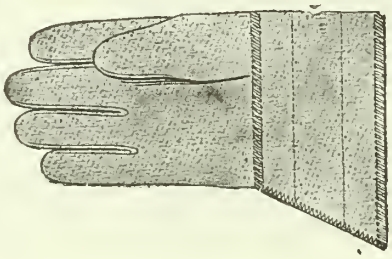
REGISTERED TRADE MARK BRAND



Ask your wholesaler to send you a stock of these gloves

The men of your town need them. They are strong, serviceable and comfortable and always give the wearer 100 per cent. value and satisfaction. There's a TAPATCO style and weight for every purpose. Show an assortment in your windows.



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Chatham, Ontario

Sani-Flush
(TRADE MARK REGISTERED)

Closet Bowl Cleaner

A number of your customers may be waiting for you to indicate that you nave *Sani-Flush* for sale.

Many women write us that they would buy *Sani - Flush* if they could fine a convenient store where it is sold.

If your customers live in houses equipped with water-closets, they will buy *Sani - Flush* as soon as you let them know you have it.

Display a can on a counter.

HAROLD F. RITCHIE & CO.
LIMITED
10-12-14 McCaul Street
TORONTO, ONT.

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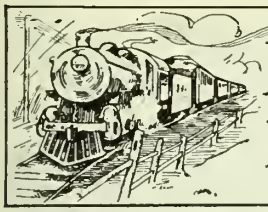

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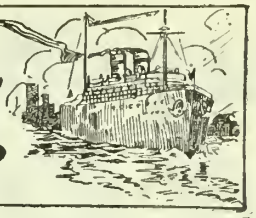
Latest Editorial Market News



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The LV PICKLE
Manufactured by
GILLARD & CO., LIMITED
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An English Delicacy of High Repute
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Order from your jobber to-day.
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ontario

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The feature of the general market reports this week are the rapidly advancing quotations on nuts for future delivery. All advices point to very high figures ruling this fall and winter, and undoubtedly this is a good time to buy nuts from present stocks. Shelled walnuts and almonds are very strong and the latest prices are approximately five cents a pound higher. Spanish peanuts are quoted at 24 cents per pound in Virginia.

Plums and Pears
WANTED

We are open to buy a limited quantity of plums and pears, all first-class varieties. Will also be in the market for Fall and Winter apples. Phone or write.

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Simcoe, Ont.

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ONE DOZ. CARTON FILLERS
¼-INCH CUSHION FILLERS
CORRUGATED FLATS.

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TRENTON - - ONTARIO

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FOR THE FINEST···BUY AN R.M.
ASK FOR SAMPLES & PRICES
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PACIFIC COAST MANTLE FACTORY

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SARNIA, ONT.

Manufacturers of:
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Butter Cartons, Parafined.
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Manufacturers and Shippers
SARNIA :: :: :: ONTARIO

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Wanted

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Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

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WANTED — MAN, EXPERIENCED, WILLING, plenty of ambition and pep to increase my business in general store. Apply Box 718, Canadian Grocer, 143 University Ave., Toronto, Ont.

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WANTED — FIRST-CLASS SALESMAN, AT once, one with good connection with wholesale grocers and jobbers; high-grade lines of brooms and whisks. One that can get results will find this to be an exceptional proposition. Apply, giving all particulars and salary expected, Box 714, Canadian Grocer, 143 University Ave., Toronto, Ont.

WANTED

First-class specialty salesman to handle one of the best known food products on the Canadian market.

Box 660, Canadian Grocer
143 University Ave.
Toronto, Ont.

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Canadian Grocer, and let it assist you in filling your needs.

SITUATION WANTED

FIRST-CLASS GROCERY SALESMAN DESIRES position as manager or assistant in large town or city; ten years' experience in high-class grocery; best references. Trained vocalist and A1 bandsman. Apply Box 722, Canadian Grocer, 143 University Ave., Toronto.

TRANSLATIONS

ENGLISH INTO FRENCH — COMMERCIAL. Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault, P.O. Box 135, Station B, Montreal.

WHEN ANSWERING ADVERTISEMENTS KINDLY MENTION NAME OF THIS PAPER

CATSUP THAT WILL KEEP
IS MADE FROM
Parke's Catsup Flavor and Preserver

A concentrated extract of spices which makes the tastiest catsup, with the bright red color of the ripe tomato.
No Additional Spices Required
Retail price 25c per bottle. One bottle is enough for a bushel of tomatoes.

Wholesale Price : $2.25 per doz.; $27.00 per gross.
PARKE & PARKE, LIMITED
Macnab St. and Market Sq., Hamilton, Ont.

WANTED
IN ANY SIZE QUANTITY
JUTE - SUGAR
BAGS
AND COTTON LINERS.
E. PULLAN
TORONTO

FOR SALE

FOR SALE—GENERAL STORE AND DWELling in a good locality. Annual turnover about $30,000. Apply Box 712, Canadian Grocer, 143 University Ave., Toronto, Ont.

FOR SALE — TOLEDO COMPUTING SCALE, weighs up to 30 pounds, practically new, worth $170. Will take $95. Apply R. O. Smith, Orillia.

FOR SALE (TO SETTLE ESTATE)—GROCERY business, established over 25 years, in live Western Ontario city. Sales about $70,000 annually, practically all cash and growing steadily. Store, building and modern residence also for sale, together or separately. Stock and fixtures around $6,500, can be reduced. This is a real money maker. Four families have been making a good living off this business for years. For full particulars address Box 720, Canadian Grocer, 143 University Ave., Toronto, Ont.

ANY FIRMS BUYING POTATOES IN CAR lots will do well to communicate with Prior Bros., merchants, Portage la Prairie. Man.

FIXTURES FOR SALE.

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

AGENCIES WANTED

MONTREAL COMMISSION BROKERS ARE looking for additional agencies, grocery and candy specialties, chocolates, etc. Strong connection, wholesalers and jobbers. Address "D." care of 12 Fernwood Park Ave., Toronto.

MANUFACTURERS' AGENT AT VANCOUver, B.C., well established and thoroughly equipped desires to represent an Eastern Canadian manufacturer for British Columbia, placing business exclusively through the wholesale trade. Advertiser's name, address and bank reference may be secured by applying to Box 728, Canadian Grocer, 143 University Ave., Toronto.

Getting Results

A large firm in a Western Canada city recently advertised in CANADIAN GROCER Want Ad. Page for a man to fill a responsible position—result 21 replies. This indicates that the want ad. page is followed closely. The man YOU want to reach is reading this page.

Judged by Results

—here is a Shortening
that WILL
and DOES
give satisfaction!

"Peerless" Shortening

IT makes an attractive exhibit on your shelves and in your window—but best of all it's a SELLER, and that's what counts most, isn't it?

When a customer buys a product time after time—and always insists on getting the same particular brand—that brand must have MERIT.

And this is what happens continually with "PEERLESS SHORTENING."

Sold in 3lb., 5lb. and 10lb. Bright Tin Pails and in 1 lb. Sanitary Cartons.

THE WILLIAM DAVIES COMPANY LIMITED
TORONTO & MONTREAL

Canada Food Board Packer's License No. 13-50

Pickles

BUT Pickles of the best and purest make, constitute only one of our many lines.

The Blackwoods --- "Family"
Includes:

- Pickles
- Spices
- Flavoring Extracts
- Sauces
- Baking Powder
- Fountain Syrups
- Tea
- Temperance Drinks

Get one sure source of supply and rely on that supply—**Blackwoods never fail.**

Write your dealer.

BLACKWOODS LIMITED
WINNIPEG - MANITOBA

Blackwoods

Featuring Canadian National Exhibition Food Displays

CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIII PUBLICATION OFFICE: TORONTO, SEPTEMBER 12, 1919 No. 37

The Safest Matches in the World--Eddy's "Silent Fives"

Fire Inspectors and Forest Rangers are mighty careful in recommending an article. There must be something about that article that really deserves their recommendation. It must be Fire Proof either in a protective or preventative way. That's the very reason they heartily endorse the use of Eddy's "Silent Fives." They're a Fire Preventative. No afterglow. Therefore no Fire Menace. Have "Silent Fives" when you're asked for them. They're the Safest Matches in the World---for you and your customers.

Eddy's Fire Pail

Made of our famous Indurated Fibreware. Moulded in one piece.

No Hoops nor Wires to slacken or fall off.

Can't rust, shrink or warp.

Made for Fire Use only and its shape insists that it be placed in its rack or on its hook. A few of them placed around your store will give you ample protection and incidentally such a display will make sales.

THE
E. B. EDDY CO.
LIMITED
HULL CANADA

EDDY
ESTABLISHED A.D. 1851.

MARKETING O-CEDAR PRODUCTS

WHEN O-Cedar Products were first sold on the Canadian market there were not many retailers willing to try them; but after being continually approached by their wholesalers, the number of O-Cedar Merchants increased until to-day O-Cedar Products are sold in almost every store. This widespread distribution makes it easy for the consumer to buy the goods. And the selling of them is made easy for the merchants by the newspaper and other advertising whereby the women are constantly reminded of the advantages of O-Cedar Polish and the O-Cedar Polish Mop.

Effort inevitably finds its reward —and the merchant, who features and displays O-Cedar prominently, is bound to sell more O-Cedar than the man who expects the customer to ask for it. The goods **are** asked for; but sales can be greatly increased by suggestion.

To properly market O-Cedar Products, we need both Retailer and Wholesaler. Without either, our products could not have attained the wide distribution and sale they now enjoy.

Thanks to the co-operation of wholesaler and retailer, we are able to keep our factory going at full speed and to employ a steadily-increasing number of Canadian work people.

O-Cedar Products represent the best in workmanship, materials, quality, value and satisfaction. So we know you will continue to get many repeat orders for O-Cedar Products.

CHANNELL CHEMICAL COMPANY, LIMITED

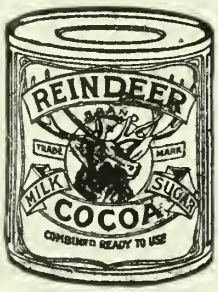
369 SORAUREN AVENUE
TORONTO

CANADIAN GROCER, published every Friday. Yearly subscription price $3.00. Entered as second-class matter at Post Office, Ottawa, and as second-class matter, July 5, 1912, at the Post Office at Buffalo, under the Act of March 3rd, 1879.

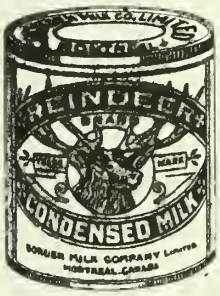
Have a Stock on Hand For the Fall Demand

Mr. Grocer—the "fall" buying season is at hand. Now is the time to stock up well with Borden Quality Products.

There is always a larger demand for Borden's Reindeer Coffee and Cocoa during the fall. Order your supply at once and get up an attractive window display.



Borden's Milk Products



The coming "Social" season means increased demand for Borden's quality Condensed Milk—Borden's —because the excellence of Borden's products is instilled in the mind of every thrifty housewife.

Keep your Borden stocks well displayed this season.

Borden Milk Company, Limited

Leaders of Quality
MONTREAL

Branch Office, No. 2 Arcade Bldg.
VANCOUVER, B.C.

UPTON'S PURE JAMS AND MARMALADES

Expert cooks, modern machinery, and choicest ingredients are three of the reasons why Upton's Preserves are given preference by the Canadian housewife.

All fruit is carefully washed and sorted before going to the pans, and no seconds or near firsts are allowed to pass the sorting room.

Our latest recipe book, "New Ways to Use Orange Marmalade," is now ready. Get a supply for distribution to your customers. Also ask for our new price list.

The T. Upton Company, Limited
HAMILTON, CANADA

Selling Agents: S. H. Moore & Company TORONTO, ONT. | Rose and Laflamme, Limited MONTREAL, QUE. | Gaetz & Co. HALIFAX, N.S. | Schofield & Beer ST. JOHN, N.B. | P. H. Cowan & Co. ST. JOHN'S, NFLD. | Scott Bathgate Co. Ltd. WINNIPEG, MAN.

TOMATO CATSUP

AYLMER BRAND

A POPULAR LINE --- STEADY DEMAND --- PROFITABLE

GLASS BOTTLES
8 oz. 12 oz. 17 oz.
2 DOZEN TO CASE

GLASS AND STONE JUGS
1 GAL.
4 TO CRATE

THROUGH YOUR JOBBER OR DIRECT

DOMINION CANNERS LIMITED
HAMILTON, CANADA

Canada Food Board License No. 14-12

CLARK'S SPAGHETTI

with Tomato Sauce and Cheese

Three Sizes

Highest grade Spaghetti—the best Canadian Cheese — Selected red ripe fresh picked Tomatoes, plus perfection in cooking. That is why Clark's is the favorite with the public.
This season's pack is now ready.
Order promptly.

W. Clark, Limited **Montreal**

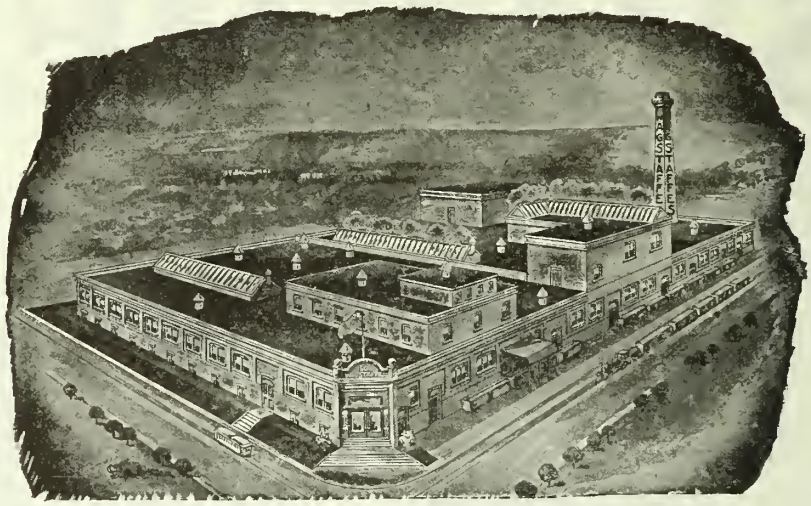
Clark's

WAGSTAFFE'S

New Season's 1919

Lemon
Orange
and
Citron

Caps or Cut Ready for Use.



THE MOST UP-TO-DATE CANDIED PEEL AND CRYSTALLIZED FRUIT FACTORY IN CANADA

WAGSTAFFE'S

Crystallized Ginger, Cherries and Assorted Fruits.

Plum Puddings and Mincemeat.

NOW READY FOR DELIVERY.

Order From Your Wholesale Grocer.

WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON CANADA

"Every week with the E.B.Eddy Company of Hull, Canada"

A Huge pile of pulp-wood at the Eddy Plant

Story for Week Dated Sept. 12, 1919 **Being No. 51 in the Series**

Mysterious River Chasm at Hull Where President Nearly Drowned

THIS picture, taken in the very heart of the E. B. Eddy Company's great plant at Hull, shows the mysterious, bubbling, swirling pool below the power house, which has for many a long year been known as "The Devil's Hole." The water of the river comes thundering into this great chasm in fuming volumes. How it gets out again is an unsolved mystery. No one has ever discovered the outlet. Logs, planks and rubbish from the mills have vanished in this dark, swirling pool, and never have any of them been traced again. There is a story that a horse and wagon went over the edge into "Devil's Hole" and completely disappeared. One man, however, has had the terrible experience of falling into the "Devil's Hole" and lives to tell the tale. That man was George Millen, who is to-day President of the Company. Forty-six years ago this summer, Mr. Millen was carried into the dark, dangerous pool by the bursting of a flume. He went under heavily clad in his big boots and stout clothes. To this hour he remembers how the bubbles passed endlessly before his darkening eyes as he felt himself being sucked down by the relentless current. But he grabbed at a plank, and by a miracle of Heaven it held him till help could be rushed to him. Had he perished that day E. B. Eddy would have lost his right-hand man, and the great plant might never have grown to what it is to-day, for George Millen's inventive skill is behind many of its most profitable marvels of machinery.

Some Eddy Matches You Know

Eddy's Silent 5 Match
Eddy's Golden Tip Match
Eddy's Buffalo Match
Eddy's Home Match
Eddy's Domestic Match
Eddy's Red Bird Match
Eddy's Sesqui Match
Eddy's Safety Match
Eddy's Comet Safety Match
Eddy's Little Comet Match
Eddy's Safe-light Match
Eddy's Telegraph Match
Eddy's Safeguard Match
The Eddystone Safety Match
Eddy's Capital Safety Match
Eddy's Gas Lighter Match
Eddy's Silent 200 Match
Eddy's Eagle Parlor Match
Eddy's Royal George Match
Eddy's Tiger Match
Eddy's Silent Pony Match
Eddy's Everready Match
Eddy's Flaming Wax Vestas
Eddy's No. 1 Wax Vestas
Eddy's No. 2 Wax Vestas
Eddy's No. 5 Wax Vestas
Eddy's No. 9 Wax Vestas
Eddy's No. 13 Silent Wax Vestas

The Cleanest Store in Town

Your reputation as the cleanest store is worth much to you.

People like to trade in clean stores where merchandise is kept spic-and-span.

Dust repels trade—get rid of dust. Dust *cannot* rise where Imperial Standard Floor Dressing is used.

Imperial Standard Floor Dressing is a wonderful cleaning, wood-preserving preparation which prevents dust from rising.

STANDARD Floor Dressing

Cleans the surface of wood, linoleum and oil cloth thoroughly. One gallon is sufficient for 500-700 square feet of floor space, one application every three or four months will keep floors and shelving clean and prevent dust from rising. Display it on your counter, recommend it to your customers, demonstrate the results by the spotless cleanliness of your own store.

Sold in gallon and four-gallon cans, also half-barrels and barrels.

TRADE MARK
IMPERIAL OIL
HEAT LIGHT POWER LUBRICATION
LIMITED

IMPERIAL OIL LIMITED
Power - Heat Light - Lubrication
Branches in all Cities

ENCOURAGE
Canadian Industries

THE Canadian consuming public is asked to encourage Canadian Industries by buying and using only Canadian-made products.

The Egg-O Baking Powder Co., Limited, is an out-and-out Canadian concern making a real Baking Powder.

It is financed by Canadian capital and the profits stay in Canada.

It is free from foreign control, in no way connected or associated with the Trust.

It is a real Canadian company making a quality product for Canadians.

We are glad to say Canadians are appreciating this. Our business in 1918 in Ontario alone was 21 (twenty-one) times what it was in 1915.

WHY? Three Real Reasons

The consumers are getting value for their money.

The dealers are getting our co-operation and a good profit.

The jobbers are getting a square deal.

We are giving REAL SERVICE.

BUY W-S-S WAR-SAVINGS STAMPS

Egg-O is carried in stock by all jobbers

Egg-O Baking Powder Co., Limited

HAMILTON ∴ CANADA

1919 Season Pack
of
Canned Salmon Now Ready

Cover your requirements now

Our Reliable Brands

"Hallbest"
(Small) Red Sockeye

"Hallfancy"
Red Spring

"Hallred"
Red Blueback

Our Reliable Brands

"Hallchoice"
Red Cohoe

"Hallpink"
Northern Pink

"Hallchum"
Choicest Fresh Chum

MR. GROCER!

Are Your Accounts Up-to-Date?

The completion of the European war means economy and system for the foundation and reconstruction of your business if same is to be carried on successfully.

The grocers using our system vouch for the labor, time and money saved.

Accounts handed to a charge customer at a moment's notice.

Our security envelope file-check system keeps accurate accounts.

Are you interested in putting your business up-to-date?

Write for catalogue illustrating and describing same.

SECURITY ENVELOPE FILE-CHECK SYSTEM

29 Ontario Street STRATFORD, Ont.

Copyrighted.

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.

MIKADO

We are offering the best value in Rice on the Canadian Market to-day.

Canada Food Board License No. 4-517.

HOPS

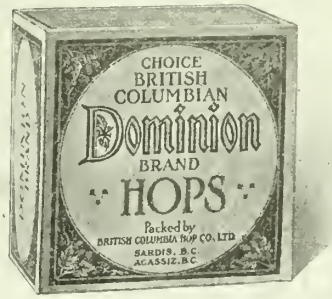
In Quarter and Half Pound
Full and Short Weight Packages

BUY DIRECT FROM THE PRODUCER

BRITISH COLUMBIA HOP CO., LTD.

Ranches located at
Sardis, Agassiz,
B. C.

Head Sales Office:
235 Pine Street
San Francisco,
California.



Largest Hop Growers in Canada

Write for Prices—Samples

Agents: for Western Canada, Donald H. Bain Co., Winnipeg, Man.
Ontario: Raymond & Raymond, London, Ontario.
Quebec: Arthur P. Tippett & Co., Montreal, Quebec.

New Crop Sun-Maid Raisins

Retail grocers are advised to order immediate stocks of Sun-Maid Raisins—Seeded, Seedless and Clusters. The new crop will be ready soon. The demand is very heavy because of the need for low-priced foods of high nutrition. Order from your jobber.

SUN-MAID RAISINS

Three varieties:

Sun-Maid Seeded (seeds removed)

Sun-Maid Seedless (grown without seeds)

Sun-Maid Clusters (on the stem)

We advertise the Sun-Maid package continuously. Display it and get your share of the business.

California Associated Raisin Co.
Membership 9,000 Growers
FRESNO, CALIFORNIA.

DESICCATED COCOANUT

We import direct from our own mills at Colombo, Ceylon, and stand behind the quality of our goods. The prices we quote are rock-bottom. Let us quote you on your next requirements.

Our agents are:

Tees & Persse, Ltd., Winnipeg, Fort William, Regina, Saskatoon, Moose Jaw; Tees & Persse of Alberta, Ltd., Calgary, Edmonton. Newton A. Hill, Toronto, Ont.: E. T. Sturdee, St. John, N.B.; R. F. Cream & Co., Ltd., Quebec, Que.; J. W. Gorham & Co., Halifax, N.S.: C. T. Nelson, Victoria, B.C.

Dodwell & Co., Ltd.
Importers & Exporters
VANCOUVER

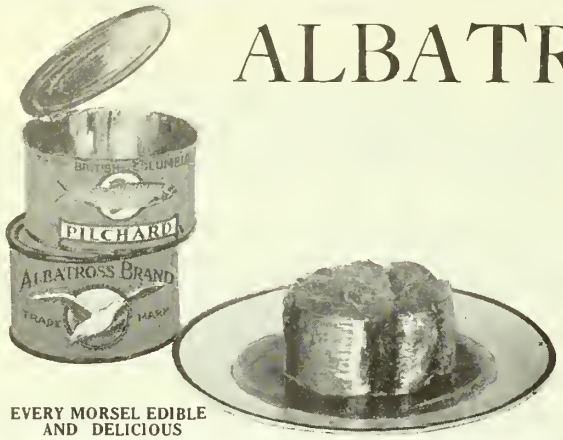
SNOWCAP PILCHARDS

Delectable and Dainty Hand Packed BY

The Nootka Packing Co., Ltd.

Packed in 1 lb. Talls
and 1-2 lb. Flats
Sold by your jobber

EXCLUSIVE DISTRIBUTORS
Dodwell & Co., Limited
VANCOUVER, B.C.



EVERY MORSEL EDIBLE AND DELICIOUS

ALBATROSS PILCHARDS

are SCALED — NO SCALES

TRIMMED --- NO FINS NOR TAILS

CLEANED --- NO ROE NOR ENTRAILS

That's what you can tell your customers when recommending them.

Clayoquot Sound Canning Co., Ltd.
VICTORIA, B.C.

A NATIONAL SUCCESS

RED ARROW
BRAND
BISCUITS

YOUR JOBBER CAN SUPPLY YOU

The National Biscuit & Confection Co., Ltd.

REPEATS

The "Pink of Perfection"

CASCADE SALMON

GOOD, SOUND, WHOLESOME FOOD
EVERY TIN GUARANTEED

Packed in 1lb. tall, 1lb. flat, ½lb. flat

BRITISH COLUMBIA PACKERS' ASSOCIATION
VANCOUVER, B.C.

WE APPRECIATE FRIENDLY HELP

No advertising to the public is good unless the grocer helps.

We thank the dealers who find an interest in QUAKER BRAND GOODS.

DOMINION CANNERS B.C. LTD.
Vancouver, B.C.

OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.
Manufacturers of Emery Cloth, Black Lead, Glass Paper, &c.

LONDON, S.E., ENGLAND

AGENT:

Geo. B. Jenkinson, 78 Wellington Street North, Hamilton, Ontario.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcement appear on this page.

Squirrel Brand PEANUT BUTTER

BRITISH COLUMBIA

C. T. NELSON
GROCERY BROKER
165 Hibben-Bone Bldg., Victoria, B.C.
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Live men calling on retail trade.
VICTORIA - VANCOUVER.

KELLEY-CLARKE CO.
VANCOUVER, B.C.
GROCERY AND SALMON BROKERS
MANUFACTURERS' AGENTS
Offices also at Seattle, Tacoma and Spokane, Wash.; Portland, Ore.; San Francisco, Los Angeles, Cal.; Boise, Idaho; New York City.

PETER LUND & COMPANY
MANUFACTURERS AGENTS
Can sell, and if required, finance one or two additional staple lines for
British Columbia Territory
Interested manufacturers please communicate
505 Metropolitan Bldg. Vancouver, B.C.
Reference: Merchants Bank of Canada, Vancouve , B.C

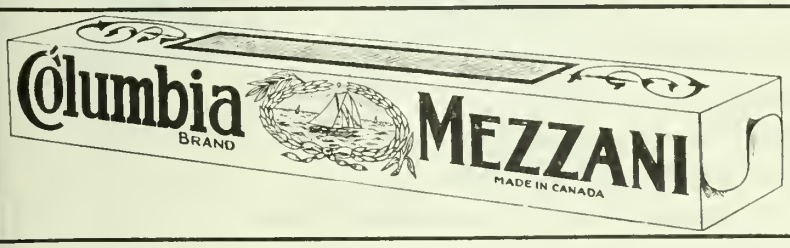
M. DESBRISAY & CO.
Salmon Canners and Manufacturers' Agents
VANCOUVER, B.C.
Our organization is equipped to handle any manufacturers' line.
Our salesmen get results.

B.C. Market?
We can place one or two good Specialty lines.
Our firm has back of it a 15 years' success reputation. We have a staff of aggressive salesmen and first-class storage and warehousing facilities.
Write us if you want real representation.
Little Bros. Ltd.
VANCOUVER

North West Trading Co., Ltd.
Importers of Australian and Oriental Produce
SALMON BROKERS
DOMINION BLDG. VANCOUVER

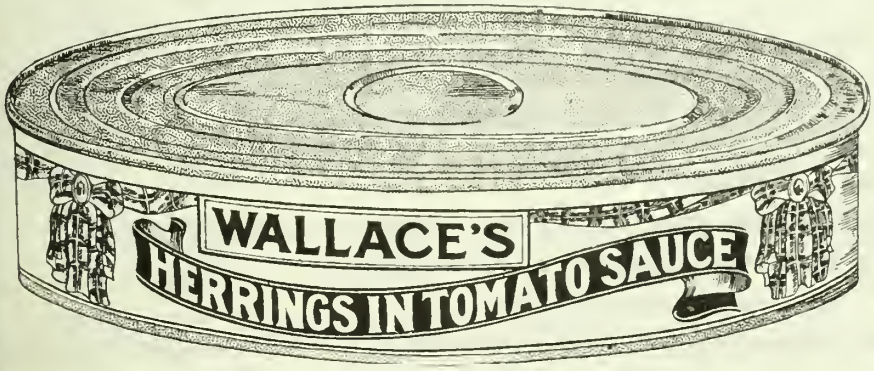
FOR REPRESENTATION
in B. C.
VENABLES & MERRYFIELD
525 Standard Bank Bldg. Vancouver, B.C.
Agents for QUAKER OATS CO.
We cover the RETAIL TRADE

SAY YOU SAW IT IN
CANADIAN GROCER



MACARONI
The pure food that builds Muscle and Bone at small expense.
The Meat of The Wheat
Manufactured by the
Columbia Macaroni Co., Limited
LETHBRIDGE, ALTA.

WALLACE'S HERRINGS



Like Wallace's Salmon and Pilchards Give Splendid Satisfaction.

Your Jobbers Can Get Them For You

WALLACE FISHERIES LIMITED
VANCOUVER

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN PROVINCES

A. M. Maclure & Co.
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

Wholesale Grocery Brokers
Commission Merchants
410 Chamber of Commerce, Winnipeg
Personal attention given to all business entrusted to us.
Correspondence Solicited. Established here 1900.
GEORGE ADAM & CO.

ALEX. BAIRD LTD.
Manufacturers' Agents
300 Montreal Trust Bldg.
WINNIPEG, MAN.
Correspondence Solicited

C. H. GRANT CO.
Wholesale Commission Brokers and Manufacturers' Agents
810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

W. L. Mackenzie & Co., Ltd.
Head Office: Winnipeg
Branches at
Regina, Saskatoon, Calgary, Edmonton

Macdonald, Adams Company
Brokers and Manufacturers' Agents
Open to negotiate for new lines of Grocery Specialties in Western Canada
502 Avenue Building, Winnipeg

THE McLAY BROKERAGE CO.
WHOLESALE GROCERY BROKERS
and MANUFACTURERS AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

Mention This Paper When Writing Advertisers.

Donald H. Bain Co.

WHOLESALE GROCERY COMMISSION AGENTS

A sales force of competent men.
Ample capital—and the reliability that goes with it.
A record of results—and the prestige that follows it.
An energetic, result-getting organization—with satisfied clients to prove it.
Are all at your disposal if WE represent you.
Every branch a business in itself, directed by capable, experienced managers.
All varieties of Food Products.
If you want results get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER
ALSO AT 60 CHEAPSIDE, LONDON, E.C. 2, ENGLAND

Canada Food Board License No. 6—450

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

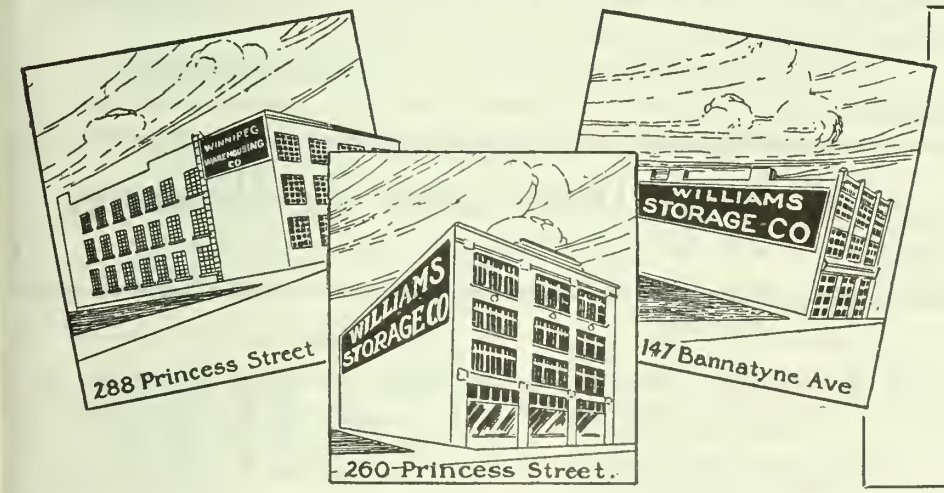
Wholesale Grocery Commission Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.



The Largest in Western Canada

We are the largest Storage Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated Warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

Watson & Truesdale, Winnipeg

Have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRI-
BUTION

SIX HOUSES IN WESTERN CANADA

W. H. ESCOTT CO., LIMITED Winnipeg, Man.
W. H. ESCOTT CO., LIMITED Saskatoon, Sask.
W. H. ESCOTT CO., LIMITED Regina, Sask.
W. H. ESCOTT CO., LIMITED Calgary, Alta.
W. H. ESCOTT CO., LIMITED, Fort William, Ont.
W. H. ESCOTT CO., LIMITED Edmonton, Alta.

WHOLESALE GROCERY BROKERS, MANUFACTURERS' AGENTS, IMPORTERS

Consignments Solicited HEAD OFFICE: 181-183 Bannatyne Ave. East, WINNIPEG *Write Us*

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN CANADA

The House *of*

Scott-Bathgate Co., Limited

Founded on Service, Integrity and Reliability. Have an organization equipped to introduce your products in Western Canada.

Manufacturers should write us. Address:

140 Notre Dame Ave. E., Winnipeg

"Always On The Job"

The H. L. Perry Co., Ltd., 214-216 Princess St., Winnipeg

As your Selling Agents, we can make a big success of your Account.

STORAGE DISTRIBUTING FORWARDING

F. D. Cockburn Co., 149 Notre Dame Ave. E., Winnipeg

We represent some of the best manufacturers and will give your line the same attention. Pugsley Dingman & Co., Ltd. John Taylor & Co. and John Bull Mfg. Co.

ALBERTA

D. J. MacLeod & Co.

Manufacturers' Agents and Grocery Brokers

EDMONTON, ALTA.

Open to negotiate for new lines in Alberta. Our staff calls on wholesale trade and does detail work.

B. M. Henderson Brokerage, Ltd.

106-7 Adams Building, Edmonton, Alta.
(Brokers Exclusively)

Dried Fruits, Nuts, Beans, Jams, Cereals, Fresh Fruits and Vegetables.

Calgary Cartage & Storage Co., Ltd.

WAREHOUSING and DISTRIBUTING OUR SPECIALTY

Office : 304, 11th Ave. East
CALGARY, ALBERTA

WHEN WRITING TO ADVERTISERS KINDLY MENTION NAME OF THIS PAPER

PACIFIC CARTAGE CO.

C.P.R. Carters

Office: C.P.R. Freight Sheds CALGARY

Distribution of Cars a Specialty

Storage and Forwarding Prompt Service

SAY YOU SAW IT IN CANADIAN GROCER WHEN WRITING TO ADVERTISERS

A BRANCH HOUSE WITHOUT THE COST OF MANAGEMENT

The Regina Cold Storage & Forwarding Co. Ltd.

Regina - Saskatchewan

COLD STORAGE WAREHOUSING CAR DISTRIBUTION

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

T. M. SIBBALD & SON
GROCERY BROKERS
Agent for KELLOGG'S Toasted Cornflakes
Another Agency Solicited
311 KING ST. E. - TORONTO
Storage and Bonded Warehouses

MACLURE & LANGLEY
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

LOGGIE, SONS & CO.
Merchandise Brokers and Manufacturers' Agents
Grocery, Drug and Confectionery Specialties
Foy Building, - 32 Front Street
TORONTO - ONTARIO

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

EL ROI-TAN PERFECT CIGAR

Owing to the high freights prevailing
CONTINUE TO IMPORT
supplies of
SPRATT'S
DOG CAKES
POULTRY FOODS
CANARY & PARROT MIXTURES
Etc.,
through **SPRATT'S**
PATENT (AMERICA) LIMITED
NEWARK, - NEW JERSEY
SPRATT'S PATENT LIMITED
24-25 Fenchurch St., London, E.C. 3, Eng.

Sell the Best

"BETTER be sure than sorry." OCEAN Blue is the highest standard attainable in a Laundry Blue.

True, it sells at only a few cents a packet, but nothing has been sacrificed to bring it down to a popular price.

As you want to please ALL your customers sell them

OCEAN BLUE
In Squares and Bags
Order from your Wholesaler

HARGREAVES (CANADA) Limited
The Gray Building, 24 & 26 Wellington St. W., Toronto

Western Agents: For Manitoba, Saskatchewan and Alberta: W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon: Creedon & Avery, Rooms 5 and 6, Jones Block, 407 Hastings Street West, Vancouver, B.C.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcement appear on this page.

QUEBEC

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO
Canadian Food Control License Nos. 6-236/7/8

THE S. G. BENDON UTILITY CO.
Brokers and Commission Agents
30 St. Francis Xavier St., Montreal
Our Motto: Always at Your Service

JOHN E TURTON
Wholesale Grocery Broker
BOARD OF TRADE BUILDING
MONTREAL

Paul F. Gauvreau
Wholesale Broker
FLOUR, FEEDS AND CEREALS
84, St. Peter Street, Quebec
Am buyer of Peas, Beans, mixed Grain of all kinds. Mail samples and prices. Need big quantities to fill contracts.

For Representation in Montreal
J. C. Thompson Company
209 St. Nicholas Bldg.
We cover the retail trade

J. L. FREEMAN & CO.
Wholesale Grocery Brokers
ROOM 122 BOARD OF TRADE BUILDING - Montreal

MARITIME PROVINCES

GAETZ & CO.
MANUFACTURERS' AGENTS AND GROCERY BROKERS
47-49 Upper Water St., Halifax, N.S.

Established 1889
HOWE, McINTYRE Company
Grocery Brokers, Importers and Manufacturers' Agents.
91-93, Youville Square,
MONTREAL ∴ CANADA

We Want Agencies for
FOOD PRODUCTS
For Prince Edward Island
BEST REFERENCES
J. C. Carragher Company
Charlottetown, P.E.I.

SILCOCK & DREW
Brokers and Commission Merchants
Grocers' Specialties, Etc.
Established 1897
33 St. Nicholas St., Montreal

LET CANADIAN GROCER Sell It For You

Dominion Spring Clothes Pins

An excellent pin that will please the housewife. You can get a supply from any good Wholesale Grocer or Jobber.

The J. H. Hanson Co., Ltd.
244 St. Paul St. West, Montreal

BROOMS!
BROOMS
BROOMS
BROOMS
Only the best material used.
See our traveller or write us direct.
ALTEN LOHNES
35 Queen St.
Charlottetown P.E.I.

Announcing

A NEW LINE OF GOODS TO THE TRADE

After years of experimenting we have succeeded in manufacturing the undermentioned products, which by test have proven to be superior to any such line on the market.

REX CEDAR OIL

REX FLOOR WAX

REX FURNITURE CREAM

REX WASHING COMPOUND

These products are ready sellers and show big profits.

THE REX CHEMICAL CO.

20 St. James St., Montreal

We will appoint Agents for the Provinces of
QUEBEC, NOVA SCOTIA, NEW BRUNSWICK

Western Agents:

McDonald & Adams — Winnipeg
King & Southcot — Vancouver

VOL-PEEK

15 Cents

60% Profit in this Line

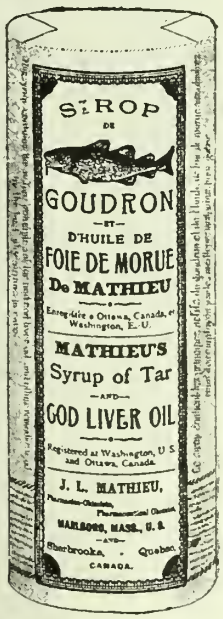
Vol-Peek makes big profits for the dealer. No expense—simply hand over the counter. Comes to you in an attractive display stand. Individually wrapped.

Vol-Peek appeals to the housewife. Mends all kinds of kitchen utensils, such as Pots, Pans, Tinware, Graniteware, Copper, Aluminum, etc., at half cent per mend—easily applied (no tools required), and hardens quickly.

Order a display stand to-day of 24 packages, $2.25. Vol-Peek is guaranteed and backed by our extensive advertising.

At your jobbers or direct.

H. NAGLE & CO., Box 2024, MONTREAL
(Owning and operating Vol-Peek Mfg. Co.) Canada



The change of season means a big demand for a reliable cough medicine.

The building power and strengthening qualities of Cod Liver Oil are recognized by physicians the world over, and the healing and soothing power of syrup of tar is unsurpassed for the cure of obstinate colds.

MATHIEU'S SURUP OF TAR and COD LIVER OIL

Not only cures the cold, but strengthens the system. Your customers will thank you for handling it. Good profits will reward you. Write us to-day.

J. L. Mathieu Co.

PROPRIETORS

SHERBROOKE - QUEBEC

Furnivall's

When good grocers everywhere stock and recommend Furnivall's Fine Fruit Pure Jams it is evident that Furnivall quality appeals to discerning buyers.

The profit on Furnivall sales is attractive.

FURNIVALL-NEW, Limited

Hamilton, Canada

Canada Food Board License No. 14-167

AGENTS—**The City of Ottawa and the Lower Provinces** (except Cape Breton): Messrs. Geo. Hodge & Son, Ltd., Montreal, Que. **Ontario:** MacLaren Imperial Cheese Co., Ltd., Toronto, Ont. **Manitoba:** H. L. Perry Co., Winnipeg, Man. **Hamilton:** J. T. Price & Co. **Cape Breton, N.S.:** O. N. Mann, Turnbull Bldg., Sydney, N. S.

By Appointment to H.M. King George V.

From War to Peace

The war restrictions on the shipment of Biscuits having been removed,

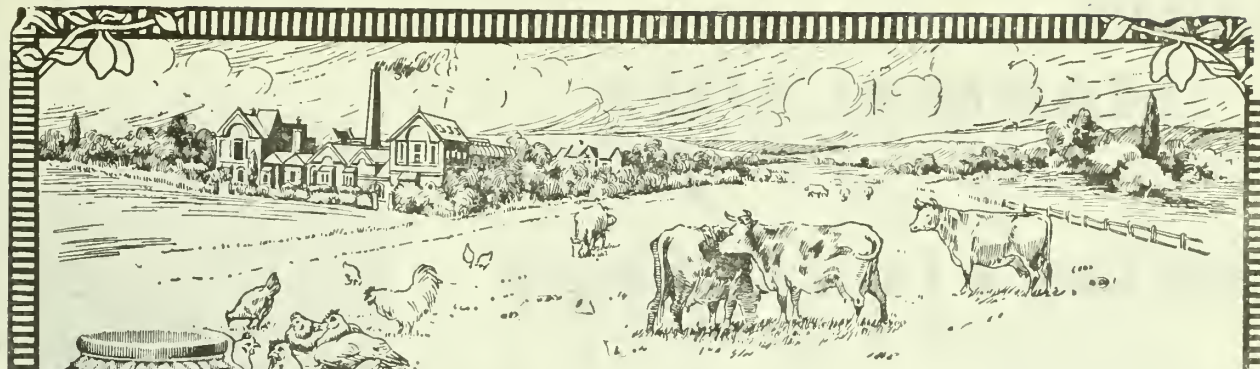
Huntley & Palmers Biscuits

are once again being sent to all parts of the world. They are of the same standard of

Unrivalled Quality

as in the past, and to prevent disappointment, the public should place their orders at once with their usual suppliers.

HUNTLEY & PALMERS LTD.
Biscuit Manufacturers
READING & LONDON
ENGLAND



It is sure to be pure if it is

Lemocreme (REG'D)

The Cream of Curds

The perfection of "LEMOCREME" is the reward of considerable patience, experiment, skill and care. The freshness, purity and exact condition of every ingredient have to be ensured. The mixing must be scientifically correct, whilst the boiling calls for absolute precision to preserve the flavour and fully develop the food values.

"LEMOCREME" IS *Real* LEMON-CHEESE with the old-time "home-made" smack about it.

Selling Agents Wanted

We are open to appoint as selling agents throughout Canada leading distributing firms without a competitive line. Give full particulars in first application.

WM. SIMPSON (MANCHESTER) LTD.

The Garden Factory, URMSTON, MANCHESTER

JAMS
MARMALADES
PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

Cable: Lamberton, Glasgow.
Codes: A.B.C. 4th and 5th Editions.

CONFECTIONERY
MARZIPAN
CHOCOLATE

Agents
Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada
Lind Brokerage Co., Ltd., Toronto

KING GEORGE'S NAVY

CHEWING TOBACCO

will put your tobacco sales on a firm footing

And tobacco selling is a money-making line that every grocer should carefully consider.

People there are in every community who are "strong for a real, good Chewing Tobacco such as King George's Navy. They like the palate tickling goodness of King George's Navy. A first purchase brings them back for more and clinches their tobacco trade for the King George dealer.

Rock City Tobacco Co., Ltd.

—VICTORY— EXHIBITION

Royal Agricultural Hall

LONDON, N.

September 20th to 26th

FOR THE

GROCERY AND ALLIED TRADES

Canadian visitors will receive a hearty welcome from the Exhibitors.

Any particulars required can be had on application to
H. S. Rogers, Royal Agricultural Hall, Islington,
LONDON, N. 1, ENGLAND

What Do You Suggest—

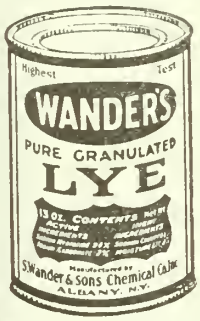
as are lief from the bookkeeping troubles?

Do you have some worries yourself? If so there is real relief in a *McCaskey System*—it's guaranteed to do the work, and do it well—it's a silent partner for your business—it does bookkeeping without books.

235-245 Carlaw Avenue

COUNTER CHECK BOOKS **McCaskey Systems, Toronto**

I ANDY SNAP TOP



A LYE that is TRUE

Sanitary WANDER'S Products

SUMMER IS THE TIME

WANDER'S CHLORINATED LIME & WANDER'S HIGHEST TEST LYE

SELL FASTEST

THEIR DAILY USE KEEPS THE HOME SANITARY

S. WANDER & SONS CHEMICAL CO., Inc.

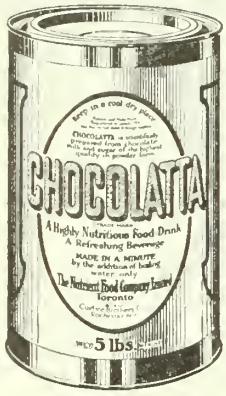
Manufacturers and Exporters

Main Office and Factory : ALBANY, N.Y.

Represented by MacDONALD, ADAMS COMPANY, Winnipeg
And C. H. DOUGALL, LTD., Montreal

HANDY SNAP TOP

Kills Germs. Bleaches



CHOCOLATTA

"MADE IN A MINUTE"

Your business is built through the satisfaction given to your customers. CHOCOLATTA, a scientific preparation composed of pure chocolate, milk and sugar, will in this way prove to be a real business builder for you.

Write for our attractive prices

THE NUTRIENT FOOD COMPANY LIMITED

1266 QUEEN STREET WEST
TORONTO, ONT.

When in Doubt Try the "Want Ad' Page

Every week this page is being used to splendid advantage by others. If you have something to sell, or you want to buy a business, fixtures or equipment—or maybe you want a clerk, a traveller—try it out.

Two cents per word first insertion, and one cent per word for each subsequent insertion, and five cents extra per insertion for Box No. Payable in advance.

ADDRESS

CANADIAN GROCER - - 143-153 UNIVERSITY AVE., TORONTO

Whatever you do, eat Krumbles

W. K. Kellogg

NATURE puts plenty of body-building, strength-making elements into wheat. Nature makes wheat taste good, so that we will eat it and get its benefits.

"Whatever you do, eat Krumbles," has a definite meaning. We use *all* the wheat grain for Krumbles. We grind it, we cook it, we shred it, we toast it—

And we better it with a flavor that makes it doubly good.

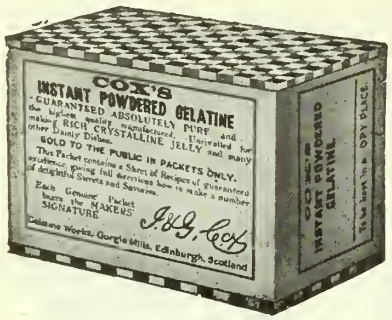
A lawyer, for example, like all men whose work is largely indoors and calls for much mental activity, needs just such a food as Krumbles. Easily digested, nourishing, it helps keep you fit and fine.

The National advertising now appearing in the Daily Papers will create a demand for Kellogg's Krumbles—the only Krumbles made. Be prepared for it.

Krumbles is made in the same kitchens as Kellogg's Toasted Corn Flakes.

KELLOGG TOASTED CORN FLAKE CO.
Battle Creek, Michigan Toronto, Canada

Kellogg's
SHREDDED KRUMBLES
Are delicious with cream or milk and a special treat with berries sliced peaches or bananas.
KELLOGG TOASTED CORN FLAKE CO.
Kellogg's
Krumbles
ALL WHEAT
READY TO EAT
THE ORIGINAL HAS THIS SIGNATURE
W. K. Kellogg
KELLOGG TOASTED CORN FLAKE CO.
BATTLE CREEK, MICH. - TORONTO, CANADA.



Made Under the British Flag

Sold in All Parts of the World

COX'S Instant Powdered GELATINE

The Gelatine for the British Empire
Manufactured under the British Flag

COX'S is most quickly prepared of any Gelatine.
COX'S is of undoubted purity and uniformity.
COX'S is unique, inimitable and a certain seller.
COX'S is the climax in the manufacturing of Gelatine.

Manufactured in the splendidly equipped Laboratory of

Messrs J. & G. Cox, Limited, Edinburgh, Scotland

For Sale by Leading Grocers Everywhere

Teese & Perss
Manitoba

Canadian Agents:
Arthur P. Tippet Co.
Montreal - Toronto

Martin & Robertson, Ltd
Vancouver

We have the following

Canned Sea Foods

on spot for prompt shipment:

Clams, Clam Chowder, Finnan Haddie, Kippered Herring, Mackerel, Lobsters, Lobster Butter, Paste, Oysters, etc.

Alligator Brand Shrimp

We will have a carload of wet pack Florida Shrimp arriving in about a month's time, freshly packed, 5¾ oz. net weight—and are now booking orders for delivery on arrival.

Prices and samples gladly furnished on application.

J. W. Windsor, Limited

Montreal, Que.

Good tea---good value---good advertising---good feeling between the trade and ourselves. With all the factors for success right, it's only natural that Red Rose Tea has reached its dominant position.

T. H. Estabrooks Co., Limited

St. John Montreal Toronto Winnipeg Calgary Edmonton

McLAREN'S INVINCIBLE Window Trimming Contest

Every Grocer and Clerk
HAS AN EQUAL CHANCE
Every Village, Town and City
MAY COMPETE DURING
August, September and October

CLASS ONE	
Centres Up to 10,000 Pop.	
1st prize	$25
2nd prize	15
3rd prize	10
CLASS TWO	
Towns and Cities Over 10,000	
1st prize	$25
2nd prize	15
3rd prize	10

The Window is the life of every store. Get busy, use your best efforts to win one of our cash prizes. No show cards supplied. Read the rules carefully and get your entry coupon in the mail without delay.

RULES:

1—The window must be originated and dressed by a member of the firm, by a clerk or by the regular window dresser.

2—The window must contain at least four McLaren's Invincible lines, such as McLaren's Invincible Jelly Powders, McLaren's Invincible Quick Puddings, McLaren's Invincible Baking Powder, McLaren's Invincible Extracts, etc., etc.

3—Window displays are to be judged on the probable ability to attract attention and sell McLaren's Invincible Specialties.

4—Displays to appear during the month of August, September and October, and must remain on display for at least one week. Contest closes October 31st.

5—Every contestant must procure a photograph and mail to McLaren's, Limited, Hamilton, so as to reach us not later than November 10th, 1919.

6—"Canadian Grocer" and a leading Toronto window trimming expert will act as judges.

McLaren's Limited, Hamilton.
I agree to enter the window trimming contest according to the rules given
. . . . . .

Your entry coupon should be mailed at once to

McLAREN'S LIMITED Hamilton, Ontario

CUSTOMER confidence in the goodness of Robinson's "Patent" Groats and Robinson's "Patent" Barley is convincingly expressed by the widespread demand for these two quality products.

Keep your Robinson's stock replenished.

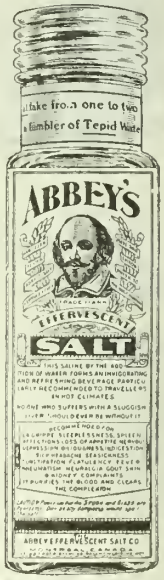
MAGOR, SON & CO., LIMITED

191 St. Paul. St. W., Montreal
30 Church St., Toronto
(Canadian Agents)

Abbey's EFFERVESCENT SALT

Makes Life WORTH LIVING

GROCERS SELL IT



They sell it right along; sell lots of it and make good money out of this popular specialty.

ABBEY'S SALT is a favorite family Saline to regulate the bowels, sweeten the stomach, relieve Headaches and Neuralgia, correct Indigestion, neutralize an acid condition of the Kidneys and Bladder, and act as a gentle and effective tonic on the entire system.

Our widespread advertising is making new customers everywhere.

THE ABBEY EFFERVESCENT SALT CO. - MONTREAL

CANADIAN GROCER

Vol. XXXIII. TORONTO, SEPTEMBER 12, 1919 No. 37

Retailers Think Sugar Profit Not Enough

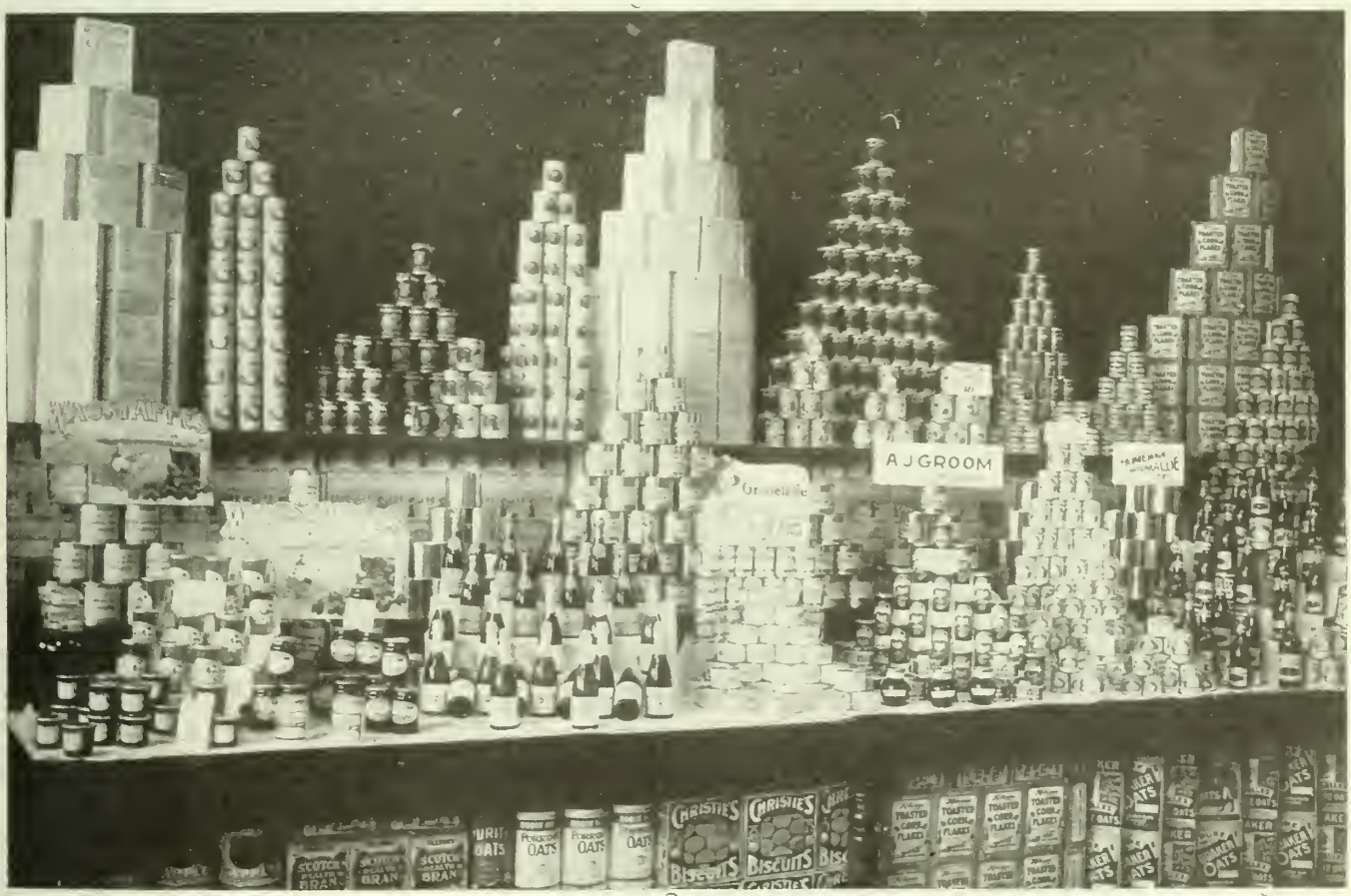
Do Not Like Board of Commerce Announcement That Retail Trade Must Sell Sugar at a Profit of a Cent a Pound—Situation is Still Acute in Regard to Supplies

THERE is no improvement in the sugar situation, and, in, fact, the shortage is more acute in the past ten days than it has been yet. A. C. Pyke, secretary of the Wholesale Grocers' Association, told CANADIAN GROCER that the wholesalers were using every effort to secure sufficient supplies to meet requirements, and were urging the Government to allot them in Ontario a fair share. The situation in the West, it appears, was worse than it is in this section, consequently the urgent need for quick action in Western Canada. There were approximately 150,000 tons of Cuban raws received in Montreal this week, and the St. Lawrence is starting to refine again. Mr. Pyke thought that with the present receipts of raws, the situation ought to be easier in ten days' time. There should be no hoarding of sugar, and if grocers will only give out a few pounds to each customer, sufficient to carry them along, a few days at a time, there will be plenty for all.

Speaking of the recent announcement of the Board of Commerce that the wholesale grocer should only have 5 per cent. profit, Mr. Pyke stated that five per cent. was all that the wholesalers had had now for some time past. He was glad that the Board of Commerce had recognized that five per cent. was justified as the lowest possible working basis.

Retail Profit Not Enough

Retailers were not slow in expressing disagreement with the Board's action in only allowing them one cent per pound as profit on sugar. "Every laboring man is getting higher wages," stated D. W. Clark, Avenue Road, Toronto, "but the grocer is having greatly increased ex-



A splendid interior displayused in the A. J. Groom Store, Guelph, Ont. Mr. Groom has joined with C. T. Hicks Another former Guelph Retailer in the manufacturers agency and expect to dispose of his store shortly.

penditures, and his profits are being made smaller. If we are only to have a cent a pound on sugar, then we had best cut it out altogether, and let someone else sell it. With the price of things now, a grocer cannot make anything out of sugar on a one cent margin."

H. J. Reeve, manager of Michie's store, King street, Toronto, told CANADIAN GROCER that sugar was sold very close at any time, and with a limit of a cent a pound profit, it would not be a very profitable line to carry. The cost of delivery is such an expenditure nowadays that a cent a pound margin would not allow much profit for the grocer. In Mr. Reeve's opinion, it was not a good working basis.

"It is impossible to handle sugar profitably on that basis," Donald McLean, retail grocer at 299 Roncesvalles avenue, Toronto, told CANADIAN GROCER, when he was asked for his opinion. "One cent a pound profit only permits around 8 per cent. to the retailer, and a grocer must have 15 per cent., at least, in order to do business. The handling of sugar is much more expensive. Bags are three times as much as they used to be, and delivery costs a good deal more. If that is the basis on which the retailer must sell sugar, it would be much better for the refiners to do the distributing."

COST OF HANDLING A POUND OF SUGAR

A New Hampshire country grocer submits the following interesting analysis of the cost of handling a pound of sugar:—

I sold sugar at 15 cents.
Cost 9½ by barrel.
Waste in 1 lb., ½.
Bag and twine, 1 cent.
Store expenses, rent, light, 4.8, 5 per cent taxes, etc.—10½ cents cost.

Time of waiting on customers and putting up, 4 minutes. At the regular rate of wages a carman gets, or plumber, carpenter or like trade, 1 cent a minute—4 cents; a total of 14½ cents.

How can I live?

How can my clerk live on less?

In Binghampton, New York, a grocer was arrested for charging 15 cents a pound for sugar, yet the New Hampshire man makes out there is not much in it for him at this price. The fact is sugar is sold on a margin so small that the dealer could not get by unless he had other articles to sell at larger percentage of profit. In other words, a slight profit on certain goods is balanced by a larger profit on others, so that the general average is sufficient to cover all costs and yield the merchants the profit which alone would warrant his continuing in business.—New Bedford Standard.

Regulations Governing Canned Fruit and Vegetable Imports

An Interpretation of the Rules in Regard to the Import of Canned and Evaporated Fruit and Vegetables and Similar Products

IN view of the fact that there has been some uncertainty in regard to the law pertaining to the import of canned and evaporated fruits and vegetables, F. Torrance, of the Veterinary General's Department, under whose direction such matters come, has issued the following statement relative to the question:

"All canned and evaporated fruits and vegetables and fruit and vegetable products imported into Canada must be equal in quality to similar goods packed in Canada, said standard of quality to be that described in the regulations published in the Canada Gazette Supplement dated June 22, 1918, together with any subsequent rulings which may be issued from time to time.

Declaration of Quality

"Canned or evaporated fruits and vegetables or fruit and vegetable products may be imported into Canada up to but not after April 1, 1920, without declaration of quality as described in the regulations, provided only that they are equal to, or better than 'Standard Quality' as defined therein.

"On the other hand, goods which will not grade equal to the Canadian grade of 'Standard Quality' must have marked on the label in plain type, not less than three-eighths (⅜) of an inch in height, the words 'Seconds' or 'Second Quality.' (The words sub-standard or any similar words will not be accepted.)

"In all cases where other quality than 'Standard Quality' is claimed the goods must meet the Canadian grading for such quality.

"For all fruits the syrup used in packing must be named in terms of 'Heavy Syrup,' 'Light Syrup,' 'Packed in Water' or 'Pie Fruit,' and must be of equal quality to syrups described for similar goods as given in the regulations.

Concession on Naming Syrups

"Up to, but not after April 1, 1920, canned fruits may be imported into Canada without declaration of syrup in the foregoing terms provided the degree balling of the syrup in which the fruit is packed is declared on the label in plain type not less than one-quarter (¼) of an inch in height, thus:

"Packed in syrup, 55 degrees balling.

"All imports of canned and evaporated fruits and vegetables and fruit and vegetable products must be accompanied by a Customs declaration as shown on page 3 of Canada Gazette, June 22, 1918.

"Importers will note that this declaration states that the containers and packages show thereon the true name and address of the manufacturer, that the description of the contents is true and correct and conforms to the requirements as set forth in the appendices of the regulations made under the Meat and Canned Foods Act of the Dominion of Canada. This does not permit the use of jobbers' labels on imported goods.

"If importers will advise this department on receipt of a foreign shipment we will endeavor to have one of our inspectors take samples from the shipment and forward same for examination.

"On and after September 4, any of the aforementioned goods imported into Canada which do not meet with the requirements of the regulations as set forth will be detained where found and will either be returned to the country of origin or otherwise dealt with in such manner as may be found to be expedient. manner as may be found to be expedient."

Teas Are Steadily Advancing

Position of Exchange on Rupee Make It Exceedingly Difficult to Name Prices on Indian and Ceylon Teas

THE market in teas does not tend any lower, although dealers are able to offer teas to the trade at prices little above those that have been ruling for some time past. Importers can hardly buy Indian teas at all because of the situation in exchange. The current rate of exchange on the rupee is 1s. 10½d., as compared with normal exchange at 1s. 4d. On top of the present rate bankers are charging 12 per cent. premium for negotiations, or in other words, they do not want to sell exchange at all. Consequently it is very hard for buyers of teas to do business. Quotations on Indians and Ceylons are so subject to the course of exchange that it is almost impossible to name any prices on them. Values are very high, and there is nothing to indicate any easier levels for some time to come. A tea importer told CANADIAN GROCER that for Java teas that were 40 cents two months ago these are to-day costing 46 cents to import. Stocks of teas held in Canada are showing rapid declines, and the trade is well advised to buy while it may, of teas at present figures. With new teas being bought at abnormal prices, the spot market is bound to reflect the stronger situation at an early date.

The tendency in coffees is easier, but this does not apply to mild coffees. They are in scarce supply, and are hard to get. Brazil coffees are more plentiful, and the market sentiment in them is towards lower levels.

Hold Carriers Responsible For Safety of Goods

Important Case in Superior Court at Montreal Places the Burden of Assuring the Safety of Goods Once Delivered to Carter or the Carrier Company, Whether Receipt Has Been Signed or No

AN interesting and important decision was handed down recently by Mr. Justice Maclennan in the Superior Court at Montreal recently, when he decided in the case of Greenshields, Ltd., against the Canadian Northern Railway that once the driver of the railway company received the goods on his waggon they were in his charge, and whether he had signed a receipt for them or no he was responsible for their safety.

This case had a very definite and important bearing on all shippers, and places a strong burden of responsibility upon all carrier companies to safeguard the goods handled.

In his judgment Justice Maclennan required the Canadian Northern Railway Company to pay to Greenshields, Limited, Montreal, the sum of $1,564.43, representing the full value of six cases of goods which were stolen from the company defendant's sleigh after being placed thereon in January, 1918.

The Details of the Case

The Canadian Northern Company sent a team of horses and sleigh to Greenshields' premises on Craig street to collect twelve cases of goods for shipment to Drumheller, in Alberta. The sleigh was standing in the warehouse yard, and after six cases had been loaded, the teamster went into the warehouse. When he came out, the horses, sleigh and goods had disappeared. Afterwards horses and sleigh were found, but the goods were never traced. Greenshields, Limited, in their action alleged that the carriers were liable to make good the loss.

Plea of No Avail

The company defendant contested the claims, submitting that as the contract and bill of lading had not been signed plaintiffs had not entrusted the goods to the carter or the company in whose employ he was; that the team and goods were on plaintiff's private property at the time they were stolen and in that circumstance it was plaintiff's duty to procure the protection necessary for the safety of the goods; that at the time the goods were stolen the carter had been invited into the premises to assist plaintiff's employees; that the disappearance of the team and goods was due to the fault and negligence of plaintiffs and their employees and the carter and defendants could not be legally held responsible.

Facilitated the Theft

Justice Maclennan dismissed the plea on the grounds that: "The defendants' carter, in leaving the goods in question unguarded facilitated the theft, and the loss was therefore entirely due to his fault and negligence. The carter was the agent of the company defendant duly authorized to receive the six cases of goods on behalf of defendant and was authorized to sign and execute a bill of lading for the carriage of the goods in question by defendants. Nothing further remained to be done by plaintiffs or their employees with respect to the six cases of goods after they had been delivered to the teamster and placed upon the sleigh in his charge. The delivery of the goods to the teamster was complete delivery to defendants for the carriage of the goods to their destination. The theft and loss of the goods was due wholly to the negligence of the teamster in the work for which he was employed and defendants are responsible therefor."

The goods were of the proved value of $1,564.43 and the judge said the plaintiffs were entitled to recover this amount from defendants.

Judgment was accordingly rendered for plaintiffs for the amount named and the costs of the action.

New Southern Rices Being Offered

Prices Will Be High, But Lower Than Japanese Rices—Fancy Carolina Rices Will Have to Sell to the Trade at 20 Cents

NEW crop Southern rices are ready for delivery, and should be available for this market very soon now. They will greatly relieve the situation as the supplies of rices have been very short for some time past. There is a very heavy crop of Southern rices this year, but the fact that Oriental rices will be very scarce will create an enormous demand for Southern rices from European markets as well as on this continent, consequently prices will be very high, and one wholesale grocer this week intimated to CANADIAN GROCER that a shipment of Carolina rick and Litster, Barrie, Ont., told CANA- have to sell at 20 cents per pound. Offerings of rice in the South at the present time are fairly plentiful. This Carolina rice that will sell to the trade at 20 cents is of exceptionally fine quality, as are practically all the samples that are shown from the South. The Japanese rices will not be plentiful this year and the Southern rices are being quoted 1¾ cents per pound lower than the Oriental goods. A miller in Vancouver, wiring a jobber here, offers only one car of Japanese rice, and it would cost the jobber 16¼ cents per pound laid down here. Blue rose Southern rice is quoted at 14½ cents on the same basis.

Small Ad Sold Car of Sugar

"I CERTAINLY think it pays a grocer to advertise," Mr. Merrick of Merrick and Litster, Barrie, Ont. told CANADIAN GROCER. This firm advertises in the paper of the town, and he believes it brings great results. "I sold a car of sugar in three weeks, and that was before the rush of preserving season began," he stated. "I advertised sugar alone, selling 100 pounds for $10.75. One of the best features of this special sale of sugar, is the fact that the people who came in here to buy sugar, and who had not previously been our customers, are still coming, and we are selling them a great many other things. This firm disposed of this sugar in the above time, which not only stimulated their business, but they were able to do this, in spite of the strong opposition of the Farmers' clubs in the district, who are bringing in sugar by the carlots, and selling it to the farmers at wholesale prices. The sale of this sugar was an absolutely cash transaction, no credit being extended, and the quick turnover made it a profitable transaction."

MERRICK & LITSTER

SUGAR

Conditions indicate there will be no cheaper sugar for this preserving season, with a possible shortage, when the demand is greatest.

Remember the difficulty last season in securing sugar when you wanted it, and get your supply early.

We unloaded a car of sugar last week and will deliver to any part of the town.

GRANULATED SUGAR
$10.75 per hundred.

Cash with order or on delivery.

MERRICK & LITSTER

Ottawa Pure Food Show a Feature of the Central Canada Exhibition

This Year's Exhibit Outstrips All Former Efforts—Is Claimed to be the Biggest Show of Its Kind on the Continent

OTTAWA, Sept. 8.—(Special).—An outstanding feature of the Central Canada Exhibition of this year is the Pure Food Show, which reflects great credit on the Ottawa Retail Grocers' Association. No admission is charged, and liberal samples are distributed.

The first show of the kind held here was in 1908. It was held in the annex of Howick Hall, and thirty-four exhibitors took space. It attracted a great deal of attention, but came to an untimely end, as on the last night of the fair the members of a comic opera troupe raided the place, wrecked the booths and carried off the exhibits.

Nothing more was done until 1915, when, through the enterprise of Alex. Phillips, the president, and T. W. Collins, the secretary of the Retail Grocers' Association, the project was revived. This time 64 exhibitors took space. It was a pronounced success in every way, the directors of the exhibition showing their appreciation by tendering a dinner to the grocers.

Biggest Show in America

This year there is being held what is claimed to be the biggest and best pure food show ever held in America. B. G. Crabtree, the Elgin street grocer and president of the Ottawa Retail Grocers' Association, is president of the Ottawa Pure Food Show, and has devoted all his characteristic energy towards making it a success. There are nearly one hundred exhibitors who have taken booths, and R. Clarke Cummings, who carries on the business established by his father at Cummings' Bridge seventy years ago, is in charge of the details. Another live wire interested in the show is A. G. Johnson, manager of the A. P. Johnson Company of Bronson Avenue, who was secretary of the Retail Grocers when the first show was held in 1908, and is now treasurer of the Retail Merchants' Association for Eastern Ontario.

Others actively interested are A. S. Moreland, who has been chairman for the past two years; George H. Stoate, a member of the committee; Thomas Bowman, one of the trustees of the Retail Grocers; Frank Burgess, chairman of the executive; and A. T. Phillips, chairman of the Board of Trustees. T. M. Collins, who was associated with Mr. Phillips in starting the show five years ago, is still as keen as ever about the idea.

The show is another example of the way in which the Retail Grocers of Ottawa work together in any project for their mutual benefit and for the education of the public.

B. G. Crabtree, President of the Ottawa Retail Grocers' Association.

AN OLD FRIEND

"Why it's just like meeting an old friend," said Kirk L. Perry to-day, as he espied a copy of CANADIAN GROCER on the buyers' desk at Kelly Douglas, Ltd., Vancouver. "Thirty-three years ago, when the MacLean's first launched this trade paper, I was with my uncle, Mr. Blain, of Eby-Blain, in Toronto." Mr. Perry now works out of San Francisco for the Cresco Co., of New York, "but CANADIAN GROCER and I grew up together," said Mr. Perry.

DECEPTIVE ADVERTISING DISCONTINUED

Detroit Papers Decide to Discontinue a Certain Type of Advertising That Appears to be Fraudulent in Design

"Sugar, 3 cents a pound"—advertisements headed in this manner will not be published by Detroit newspapers again, as a result of an investigation by H. C. Dart, secretary of the Better Business Bureau, of that city, according to a bulletin from the Associated Advertising Clubs of the World.

Curious to know how someone else could undersell Detroit grocers, Mr. Dart bought one of those sample "bargain sale" offers from a Chicago grocery mail order house, and compared the statements in the advertisement with the facts. He found:

1. That the prices which the advertisement said were being obtained by local grocers were untrue. No such prices were asked.

2. That the qualities described in the advertisement were exaggerated except where standard products were mentioned, in which, of course, only the name of the product was used.

3. That the statement that Detroit people could save money was untrue.

In connection with the third finding, Mr. Dart showed that when the price of a sample order was added to the express charges, the price of the order was 70 cents higher than the total price asked by the highest-priced Detroit grocer consulted, and $1 higher than the lowest-priced Detroit grocer.

TIME KILLING LEGISLATION

Exportation of sugar would be prohibited for two years under a bill introduced recently in the United States Congress by Representative Elliott. He said wholesalers were giving as a reason for failing to fill orders for sugar retailers the necessity for filling export demand.

Enormous Demand For Raisins

THE enormous demand for California raisins this year will exceed all previous business, according to advices received by importers in Toronto. Only fifty per cent. of the bookings have been so far confirmed. Inquiry from Europe and the British Isles is already of a very extensive character, and it is this heavy export demand that is going to render the market very strong. Indications point to a big crop, but it will be more than taken care of by the excessive business that is now being booked. The fact that only 50 per cent. of the orders have been confirmed is sufficient evidence as to what the requirements will be. The agitation that is at present going on in the United States for investigation into the high cost of living, in an effort to bring down prices, is influencing the situation in raisins and makes it pretty hard to say just what the opening price will be. But as far as demand goes, the heavy requirements listed from the various markets that are endeavoring to buy, do not warrant lower prices than last year. As one broker stated, nobody expects the market to open at anything but higher figures than prevailed at the opening a year ago. It is not likely that there will be any great quantities of Spanish raisins reach this country this year, and furthermore the prices on the same would be almost prohibitive, discouraging sale of them on any large scale. Present stocks among wholesale houses are not large, but in certain varieties are sufficient to meet the demand.

There are both Grecian and Australian currants on the market now, and the two are quoted at the same figure to the retail trade.

Improvement Likely in Sugar Delivery

Release of Raws Will Improve Situation Soon — Some Refiners Again Melting — If If Consumer is Reasonable and Trade Careful, Situation Will Soon Be Better

SEPTEMBER 10.—"If the people will use more yellow sugars and keep their heads; if the wholesaler and the retailer will exercise care in distribution, the sugar situation will be much better in a short time."

This expression of a large Montreal refiner, made this week to CANADIAN GROCER is of much interest at the moment when there is such an insistent demand for sugar and while there has been little diminution of the difficulties, the prospect is brighter and there should be a steady improvement from now on in the supplies available for canning and other needs.

During the past week raw sugars have reached Montreal and are now being melted. Several ship cargoes, it is stated, are on their way down the St. Lawrence and should be here within a few days. From this time forward it is expected that there will be a more or less uninterrupted supply of the necessary raws to relieve the shortage created recently.

"For ordinary domestic use the brown sugar should be used and this will leave the granulated sugars for preserving purposes," was a further remark of this informant. "We have been doing all possible to supply the jobbers, if they will exercise the same care in passing out to the retailers and they to the consumer there will be less difficulties than there have been."

Jobbers Hopeful

Enquiry by CANADIAN GROCER from the wholesale jobbers reveals the situation as being somewhat better this week. No dealer gets the allotment of sugar that he desires but he is being supplied with a certain amount. With the present improvement in sight there is a strong possibility that the consumer will get, from week to week, a fair share of what sugars are refined. Patience and co-operation will go far, and they must be exercised on all sides.

Price tendencies are upward. It has transpired, as already referred to in the columns of CANADIAN GROCER, that the refineries have had to pay more money for raw sugar of late. The export trade that was available helped to afford so large a market that the production costs were more or less controlled. Whether it will be possible to keep prices where they are is hard to say; one refiner has already advanced prices to $11 per cwt., indicating that new shipments of the raw material have cost more money.

Education Necessary

The grocer can be of great assistance, one refiner thinks, if he will deal out such supplies as he receives, impartially. This is in his own interest as well as that of the whole situation, for the indiscriminate handing out of supplies will result in a hurried shortage for the grocer who thus reduces his stock; he will be unable to replace it.

Education is essential all down the line at the present time. If housewives will use as much yellow sugar as possible and plan carefully they will assist materially in reducing the burden resting upon refiners generally. It is a time for all elements concerned to work in the broadest spirit of co-operation.

B. C. RETAILERS IN CONVENTION

Vancouver, Sept. 10.—Big British Columbia retail merchants' convention closed Tuesday night. All branches in the province were represented. The visiting delegates were guests of the Vancouver branch at luncheon Monday noon, the guests of the Rotarians at Vancouver Hotel to-day at noon. Sightseeing and visits through local factories were features of the entertainment. A full account of the proceedings will be in next week's issue.

RESTRICTION OF IMPORTS OF SARDINES AND SALMON WITHDRAWN

Export and import restrictions have now been removed from both canned salmon and sardines; so that there is practically nothing of importance now on the license list with the exception of sugar. They can, therefore, now be dealt in without a license.

RICE SCARCITY CAUSES RIOTS IN CHINA

Rice riots of serious dimensions have been occurring in Hongkong as a result of scarcity and high price of the national food.

Police were forced to use guns to intimidate rioters who looted many rice stores, according to news received here to-day.

The price of rice has soared to unprecedented levels. The Government is distributing rice and has lowered the price in an attempt to alleviate the situation.

SWEET POTATO CROP PROSPECTS

The United States Department of Agriculture's weekly market review states that "The yield of sweet potatoes promises to be excellent in Alabama, fine in New Jersey, good in Delaware, average in Illinois, satisfactory in Indiana and Louisiana, fair in North Carolina; it has been damaged by too much rain in Mississippi; according to field agents of the Bureau of Crop Estimates."

Canadian Credit Men Meet in Montreal

Important Questions Engaging Attention of the Dominion Board —Delegates Are In Session From Coast to Coast

THE Canadian Credit Men's Association is now in session at Montreal, this being the occasion of the fifth anunal meeting. Sessions are being held in the Windsor Hotel.

On behalf of the Montreal branch, delegates from the various provinces of the Confederation, and from as far west as British Columbia, and as far east as St. John, N.B., were welcomed by J. Thurston Smith, of Montreal, one of the presidents of the Quebec section.

Among the questions to be considered and discussed are the following:

1. Planks of the Industrial Conference as adopted by the League of Nations. Particular reference will be made to the question of an eight-hour day for Canadian workmen.

2. Consideration of the principle of distribution of commodities in Canada. It is felt that the present method of distribution in Canada is as suitable as can be conceived.

3. Considering the advisability of appointing committees to consult, confer, and co-operate with the newly-appointed Board of Commerce.

Early discussion on the opening day suggested that the head office of the Credit Men's Association should circularize all Canadian wholesalers outlining the suggestions offered in connection with the formation of a Canadian wholesalers' association.

The following accredited delegates registered on Monday: G. N. Jackson, national president, and Henry Detchon, general manager, Manitoba branch, Winnipeg; R. D. Dinning and A. L. McWilliams, British Columbia branch, Vancouver; W. E. Skitch and Frank L. Freeze, Alberta branch, Calgary; J. L. Hilton, Moose Jaw, M. Geddes, Saskatchewan branch, Regina; Thos. W. Learie, A. S. Crighton, Ontario branch, Toronto; Thurston Smith and L. Moriarty, Quebec branch, Montreal; E. Milton Smith and Thomas Somerville, Maritime branch, St. John.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

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H. T. HUNTER - - - - - - - - Vice-President.
H. V. TYRRELL - - - - - - - General Manager

THE MACLEAN PUBLISHING COMPANY, LIMITED

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, Power House, Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, Canadian Motor, Tractor and Implement Trade Journal.

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SUBSCRIPTION—Canada, $3.00 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, $3.50 a year; other countries, $4.00 a year. Single copies, 10c, invariably in advance.

PUBLISHED EVERY FRIDAY

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation. Copy of report will be sent to anyone interested.

VOL. XXXIII. TORONTO, SEPT. 12, 1919 No. 37

THE WEIGHT OF A PECK

THE Chief Inspector of Weights and Measures, Ottawa, is urging that potatoes and similar vegetables should be sold by weight instead of by measure. He points out that a bag of potatoes must represent a definite weight, whereas, the peck measure that is so frequently used in selling potatoes in small quantities is liable to be from three to five pounds short of the required 15 pounds.

We were confident that the retailer, if this contention is correct, was as little aware of it as is the average purchaser. At the same time it would, we believe, be good policy for the merchant to feature the fact that the economical way to buy potatoes is by the bag. Selling by the peck is an unsatisfactory business at the best and if each peck has to be weighed it becomes still more unsatisfactory, as it would entail much more labor to weigh out a peck than to measure it. Better make a virtue of it and urge the wisdom and economy of buying in quantity.

THE RETAIL MERCHANT AND THE LOCAL NEWSPAPER

E. M. TROWERN, Dominion Secretary of the Retail Merchants' Association of Canada, in speaking at Carleton Place recently, stated emphatically: "It is the small town newspaper that is going to save the country." Mr. Trowern claimed that the large city dailies were so tied up to the departmental stores, and big interests that only through the town newspapers could the people look for fair treatment. "Get behind them," he said, "and don't be afraid to advertise. They depend on you almost wholly for their support."

Whether Mr. Trowern's statements regarding the city papers are correct or not, there is no question of a doubt that his statement regarding the town papers, is beyond question. The town paper is booming the local town, often with all too limited co-operation. On such papers unquestionably rests in a large measure the success of such towns. For that reason if for no other the merchant should support them heartily with his co-operation in the form of advertising. But fortunately, the merchant can do so while at the same time furthering his own interests. The business of the merchant who advertises is sure of growth, with others the growth is problematical. It is good business to help the newspapers, for by so doing the merchant helps himself.

THE CREST OF PRICE REACHED

J. OGDEN ARMOUR, the head of Armour & Company, Chicago, is authority for the statement that the crest of the high cost of living has been reached, and that prices will fall. Mr. Armour is an authority whose judgment is worthy of the most careful consideration. As the head of the large packing plant of Armour & Company, he is in a position to feel the tendencies, that will be influential in forming the business conditions of the coming months.

There seems every reason now to agree with this judgment. Prices have gone so high that there is a wave of popular clamor against all producers and handlers of foodstuffs. Rightly or wrongly there is a very general condemnation, that is resulting in Governmental action in many countries that is a serious menace to many of these businesses. Unquestionably prices will be forced down, whether they have been warranted by conditions or not, for the public is not in a mood to discriminate. But while this appears evident, there is no present indication that these declines will be sharp enough to cause any inconvenience to the retailer. They will be gradual revisions that will mean in the end a return to more normal price levels, but it will not be a change of to-day or to-morrow, but a gradual change of months and even years. This being true the time for speculative buying is past, but the merchant who buys for his reasonable needs is as safe to-day as he was at any period during the upward course of prices.

NEVER get so wrapped up in your own store, your own methods and your own ideas as to lose sight of chances for improvement.

This photo of the main entrance of the Canadian National Exhibition gives some idea of the crowds that thronged the grounds for the whole two weeks.

CANADIAN NATIONAL EXHIBITION GOES OVER MILLION

THE Canadian National Exhibition closed this year the record year of its history. Ever since 1913 the effort has always been to once again reach the million mark, but during the war years it has been impossible to equal the figures of the pre-war record. The Peace Year Exhibition, however, not only equalled the old figures, but far outstripped them, and very nearly reached the objective of a million and a quarter.

It was a really unusual Exhibition in every way. It was opened by His Royal Highness the Prince of Wales amid a scene of enthusiasm that has never been equalled in Toronto, and it carried on in a high tide of enthusiasm through the course of the two weeks, and it closed last Saturday night with a grand total of attendance of 1,201,500.

There were many items of peculiar interest this year that helped in a large degree to make the Exhibition an unqualified success. While the war is over, the memory of it is very near, and anything associated with it is of very real interest. The collection of war relics that was brought together at the Exhibition this year were of surprising magnitude and variety. Immense engines of war were everywhere, and visualized to those visiting the Fair more than anything else could have done the magnitude of the great struggle. The war paintings and photographs, too, were also eagerly visited by thousands and hundreds of thousands. The evidences of the onward march of the times were evident everywhere; in the high speed boats on the lake, and in the gathering of aeroplanes of every description, that daily gave exhibitions of flying over the Exhibition grounds. But even more than in these things was the progressive spirit of the times illustrated in the variety and interest of the exhibits themselves. Such a demand was there for space in the various buildings that long before the date of the opening arrived all the available space had been exhausted and a multitude of manufacturers were unable to be represented, owing to the lack of facilities for displaying their goods. Never before has the comparatively limited space been made so manifest as it was this year, an ample illustration that business in Canada is flourishing, and that business men are awake to the possibilities of the future, and are preparing in every way possible to cultivate the business that is offering. The success of this year's Exhibition is an indication of the sound condition of Canada and a promise of a still more prosperous future.

The Government Building at the Canadian National Exhibition.

The Model Kitchen in the Manufacturers' Building—Where Swift's Premium Oleomargarine was demonstrated and where the housewife was enabled to see for herself the merits of Cotosuet as a shortening.

SWIFT'S OLEOMARGARINE AND COTOSUET FEATURED IN MANUFACTURERS' BUILDING

ANOTHER attractive exhibit of the Swift Canadian Co., Ltd., was located in a prominent section of the Manufacturers' Building, where Swift's Premium Oleomargarine and Swift's Cotosuet Shortening were exhibited and demonstrated to thousands of Canadian housewives. The booth was arranged in the form of a model kitchen finished in white, while at the front were two silent salesmen in which these products were exhibited in a manner that appealed to the eye.

In view of the high price of butter at the present time and the need of the average housewife practising rigid economy in connection with her household expenses, Swift's Premium Oleomargarine came in for more than ordinary attention from visitors to the Exhibition this year. In addition to this admitted factor of economy, the superior merits of this particular brand of Oleomargarine, as a tasty and nutritious spread for bread and every table and kitchen use, were shown in a convincing way to thousands of housewives by actual demonstration. The attendants also emphasized the fact that Swift's Premium Oleomargarine is manufactured in sanitary establishments under Canadian Government inspection.

The exact ingredients that enter into the manufacture of Swift's Premium Oleomargarine were on display so that the public might see just what it is made from. The items included oleo oil, pressed from rich, nutritious beef fat; neutral, made from the finest leaf fat, wholesome vegetable oil; pure pasteurized milk, choice quality creamery butter and dairy salt. This evidence of the purity and wholesomeness of Swift's Premium Oleomargarine, without a doubt, was the means of winning many new friends for this healthful and economical spread for bread.

Other attendants gave demonstrations on the practical use of Swift's Cotosuet as a shortening. Here, again, the public were able to see for themselves the ideal results to be obtained. Pies, cakes, biscuits, etc., prepared and baked in the model kitchen could not help but convince the thousands of visitors of the value of Swift's Cotosuet as a pure, economical and wholesome shortening.

The splendid publicity given to these lines during the Exhibition and the confidence displayed by the general public in the merits of Swift's Premium Oleomargarine and Swift's Cotosuet Shortening will undoubtedly result in largely increased sales of these products. Dealers should take full advantage of this advertising by featuring Swift's Premium Oleomargarine and Swift's Cotosuet Shortening and make an added drive on the sale of these deservedly popular lines.

The attractive display of the Swift Canadian Company in the Dairy Building drew much attention to the well known "Premium" products.

SWIFT-CANADIAN COMPANY, LIMITED, DISPLAY AT THE CANADIAN NATIONAL EXHIBITION

AGAIN Swift Canadian Co., Limited, gave the Canadian National Exhibition visitor something new in the manner of a food product display, thereby increasing the reputation of their various products which could not but make a lasting impression on those who were fortunate enough to see it.

Two features in the display predominated and brought home a very forceful message to be long remembered by the housewife.

Attractive signs made the announcement that the royal train, carrying H.R.H. the Prince of Wales, was supplied with Premium Hams and Bacon. Other signs in the booth called attention to the public that the royal train was being supplied with fancy and miscellaneous meats.

Anyone fortunate enough to go through the royal train would appreciate the thought, care, planning, and thoroughness of those responsible for the magnificent surroundings of the royal visitor. Everything about the train was the last word in perfection, and any firm which had the privilege and distinction of assisting to bring about such combination of surroundings is to be complimented. In supplying the Royal train with Premium Hams and Bacon, Fancy and Miscellaneous Meats, Swift Canadian Co., Limited, products were selected on account of their quality. It is certainly a tribute to the universal high quality of these products and should still further impress upon the dealers of Canada, as well as their customers, superiority of the product of this firm.

The other feature was educating the housewife to buy Premium Hams "WHOLE." So that the visitor would concentrate on just what the firm was trying to drive home, a daily guessing contest was conducted. The ham was cut up in three portions, illustrating the national advertising the firm has been running for some time—"Buy a Whole Ham." "Bake the Butt"—"Boil or Fry the Centre Slices"—"Boil the Shank." From five to twenty thousand people guessed daily and no doubt the message has reached the consumer to a greater extent than ever before. The "live wire" dealer will take advantage of this by following up in his locality the good work done by the firm at the Exhibition.

The illustration on this page will show the make-up of the exhibits. Swift's Brookfield Sausage was prominently displayed. The "Winter Boy" in the background will help the consumer remember the product wherever featured by the dealer. Other "Quality" Sausage products were also displayed.

America's Standard—Swift's "Silverleaf" Lard—was attractively displayed. Further comments on this product is unnecessary.

Swift's Cotosuet Shortening and Swift's Premium Oleomargarine—both of these products being featured in other displays.

Swift's Fancy and Miscellaneous Meats created unusual attention, and the fact that calf livers, ox tails, sweetbreads, and kidneys were supplied to the royal train gave the consumer something to think about in the way of using more of this product. Recipe booklets on the preparation of these products were distributed to all visitors, and dealers will do well to feature this line.

As usual, there was the magnificent display of produce, poultry, butter, eggs and cheese. The already popular Brookfield Brand was displayed to advantage and the Premium Milk-fed Chickens brought the usual favorable comments.

All told Swift Canadian Co., Limited, out-did all previous efforts in placing their products before visitors of the Canadian National Exhibition and there is not a doubt the visitor this year was more than ever impressed with the quality of Swift Canadian Co., Limited, goods. It is hard for us to imagine how any dealer can successfully cater to his trade without the Swift Canadian Co., Limited, product.

Swift Canadian Company, Ltd., Serves The Royal Train

THE selection of the Swift Canadian Company, Limited, to provide Premium Hams and Bacon—Fancy and Miscellaneous Meats to the Royal Train during the whole stay of the Royal party in Canada is unquestionably one of the greatest honors ever conferred on any Canadian Abattoir. Without doubt those in charge of the arrangements for the comfort and safety of the Royal Visitor spared no effort in seeing, not only that the appointments of the train, that was to be the home of the Royal Party during the visit to the various provinces, provided the maximum of comfort, but that every other provision should be in keeping. The choice of the Swift Canadian Co., Limited, therefore, to supply the products of the table is outstanding evidence that those who had the arrangements were convinced that the products of the Swift Canadian Co., Limited, were the very best obtainable. It was, indeed, a signal honor to have these products that have won such a high reputation in many Canadian homes, receive such an outstanding evidence of approval.

Had the service of the Swift Canadian Co., Limited, to the Royal Train been limited to one locality, the honor, while still an honor, would not have had the far-reaching significance that under the present arrangements it possesses. Under these arrangements the Royal Train, whether in Ontario or in the shadows of the Rocky Mountains, is supplied with all the ham, bacon, and fancy meats by the Swift Canadian Co., Limited, from their various plants.

In Toronto the delivery of these products took on something of a gala nature in accord with the magnificent reception tendered His Royal Highness, while in that city. The delivery wagon which carried the extensive order of quality meats, from the fine modern plant of the Company at West Toronto, was drawn by a handsome four-horse team of prize-winning grey Percherons. The entire outfits attractively decorated with the Royal colors, traveled through the principal streets of the city en route to the Royal Train at North Toronto station. This festive and ceremonial method of making the delivery stirred up great interest among the citizens of the city as well as thousands of visitors from outside points, who were in for the reception of the Prince, and to attend the Canadian National Exhibition. Suitable signs were prominently displayed on the sides of the wagon, indicating that the goods carried were for delivery of the Royal Train.

The Swift Canadian Co., Limited, can well feel proud of the honor which is theirs in being selected for this important work of providing the best obtainable for the table of the Prince. It is certainly a striking tribute to the universal high quality of these products and should still further impress upon the dealers of Canada, as well as their customers, the superiority of the products of this firm.

At the present time, when so much of the public interest centres around the Royal visitor, the significance of the choice may well be pointed out by the merchant to his customers. The customer wants the best that can be had and surely nothing but the best would have been chosen in this instance. Here, unquestionably, is a talking point for sales, which dealers can use most effectively to stimulate business in the multitude of products of the Swift Canadian Co., Limited.

Supplying The Royal Train

WITH

SWIFT'S PREMIUM HAMS AND BACON--FANCY AND MISCELLANEOUS MEATS

FEATURING THE BOWES COMPANY LINES

The Bowes Company exhibit under the Grand Stand at the Canadian National Exhibition effectively displayed the many popular lines manufactured by this firm.

THE very pretty booth of Bowes, Ltd., with its decorations of flags and bunting, and its attractive display of the famous Bowes products, was the Mecca for thousands of visitors to the Canadian National Exhibition. Many availed themselves of the opportunity to sample the delectable peanut butter manufactured by this firm. Obliging attendants were most willing in their service rendered the people, and demonstrated intelligently the merits of the two chief products of the company. Bowes' peanut butter is manufactured from a blending of the very best peanuts, and is absolutely free from grit and rancidity. It represents the perfect article of its kind. It won new friends at the Canadian National, and it was quite evident from its increasing popularity that many retailers will in the future be requested to supply their customers with Bowes' peanut butter.

Bowes' high grade mincemeat came in for much attention. Pies made from it were on display, and inspection of the product was invited. It is manufactured from the very best fruits obtainable, and from Bowes' own special formula, a perfect blending of the finest ingredients. It has long since established an enviable name for top quality, and is absolutely among the finest on the market.

Noticed in the exhibit were other lines carried by this firm, Worcestershire sauce, "Kingnut" nut butter, and pure maple syrup. Every opportunity was given the public to sample these products and to learn something of their value as foodstuffs.

Where Double Cream Custard was demonstrated to thousands during the two weeks of the Canadian National Exhibition.

HARRY HORNE'S DOUBLE CREAM CUSTARD

THE Exhibition would have been quite tame this year without that busy exhibit of Harry Horne's Double Cream Custard. Oh, how hungry the children became, and even the grown-ups when they got their eyes on that delicious Double Cream Custard, as it was made up and displayed on the counters of the exhibit!

20,000 souvenir hand bags were passed out to the people to collect their trophies in, and each bag carried quite a catchy ad on this famous Custard. The public have learned to appreciate the real quality of Double Cream Custard, as it is so different to ordinary Custard Powders. It is so creamy, egg-like, delicious in flavor, and above all, so nourishing, and for children, invalids, and in fact all people, it is one of the choicest desserts and most economical that can be obtained.

When once you have tried Harry Horne's Double Cream Custard it is a safe bet you will never be without it. The plain facts of the matter are that no home should be without it—and the price makes it within reach of all.

In connection with this same exhibit, a new product recently introduced by the firm, found its first appearance before the public. This was NU-JELL (the perfect Jelly Powder).

A very striking package it is indeed, and the goods are claimed by the firm to be of a superior quality to ordinary jelly powders, insofar as they have a real fruity flavor, and they make a jelly that is firm and clear. The principle on which Nu-Jell is made is quite different to previous forms of manufacturing jelly powder, and with this new system of production, Nu-Jell should be one of the big successes in the jelly powder field.

Other Double Cream Products were on view at this exhibit and the most interesting one of all was DOUBLE CREAM BAKING POWDER.

The firm claims to have a capacity of two tons daily on a high-grade baking powder, and are making rapid progress with their Double Cream Brand, selling pound tins at $2.25 doz., 6 oz. tins at $1.00 doz., and 4 oz. tins at 90c doz. One lady who had tried this baking powder told the attendant at the booth that she used it for the first time the other day and she thought her cake would never stop rising, and she said she has recommended her neighbors on both sides of the fence to use nothing else for baking for perfect results but Horne's "Double Cream Baking Powder." The exhibit was arranged and conducted by Harry Horne, the president of the firm, who is the originator of these famous Double Cream Products.

OVER 2 MILLION POUNDS OF WAGSTAFFE'S JAMS
SUPPLIED TO HIS MAJESTY'S TROOPS IN SOUTH AFRICA
17 YEARS REPUTATION IN ENGLAND
NOW MADE IN HAMILTON CANADA
WAGSTAFFE LIMITED. PURE FRUIT PRESERVER HAMILTON CANADA

It will be interesting to those who saw this attractive exhibit to know that the Directors of the Exhibition in considering which was the best exhibit in the Manufacturers' business, decided that for general excellence of display the Wagstaffe booth excelled all others. Those in charge of the booth were informed of this decision on the Friday night preceeding the close of the Exhibition. Considering the many attractive and costly displays in evidence in this building, this decision reflects no small credit upon the Company.

THE GROWING POPULARITY OF WAGSTAFFE PRODUCTS

IF any evidence were needed to prove the growing popularity of Wagstaffe products, the fact that the company will this year ship to France four million pounds of jam, is surely evidence enough. The products of the company have achieved so well deserved a reputation, that they have gained more than a local reputation, and the demand from overseas bids fair to equal before long the home demand.

There was a very attractive exhibit of the company's many lines shown at the Wagstaffe Booth, in the Manufacturers' Building at the Canadian National Exhibition and there were thousands who tasted the various products. There was an especial interest taken in some of the more recently added lines, that judging from the comments heard bid fair to equal in the public favor the well-known standard lines. Among these newer lines might be mentioned: Pineapple, Marmalade, Bramble Jelly, Preserved Ginger and Ginger Marmalade, Green Fig Marmalade, and Grapefruit Conserve. Judging from the hearty approval of all those who visited the booth, there is certain to be about as big a demand for these lines from the grocer as there has been for the well-known strawberry and raspberry products.

One of the special features of the exhibit was the display of peels. Twelve pound boxes of these peels, orange, citron and lemon, were on display, and some well-known experts, who examined them, confidently stated that this Canadian product equalled in quality the very best imported article seen on this market. The peels are also sold in an attractive pound box that will certainly be in great demand for the months preceding the holiday season. The box is divided into three compartments for the different varieties of peel, this peel is cut by machinery and wrapped in waxed paper, so that it will keep in good condition until used. The box is a handsome affair in itself and is tied with a red ribbon, that makes it a very attractive package. These packages are to be had at all retailers, and are assured of the very hearty reception, that their fine quality in every way justifies.

Literally thousands stopped for a refreshing cup of tea at the attractive booth of the Red Rose Tea Company during the course of the Exhibition.

A BUSY AND ATTRACTIVE EXHIBIT

AT the Toronto Exhibition a woman was overheard saying: "Let's go to the Red Rose Tea Booth. I'm just dying for a cup of good tea."

Judging from the throngs of people that daily crowded around the Red Rose exhibit and the many thousands of cups of tea served there, it was evident that multitudes of other people also knew where to go to get a cup of good tea.

All these thousands of cups of Red Rose Tea were sold at the rate of 5c per cup.

But each purchaser was given a coupon which on presentation to her grocer entitles her to have 5c deducted from the price of a package of Red Rose Tea. Grocers return these coupons to the T. H. Estabrooks Company and are allowed the full 5 cents for each coupon.

These thousands of coupons will be taken to grocery stores by those who enjoyed the delightful flavor and rich strength of Red Rose Tea at the Fair, and who have decided to use it regularly.

You should recommend the Blue Label package, as this was the grade used at their booth.

The grocers who will benefit the most from Red Rose Tea exhibit are those who display Red Rose prominently in their stores and let people know they are redeeming these coupons.

The splendid, attractive Red Rose Tea exhibit and the coupon idea are but two examples that show the willingness of the T. H. Estabrooks Company to assist grocers in every possible way to increase the already great demand for Red Rose Tea.

The William Davies Company exhibit in the Manufacturers Building was as usual one of its show places, and effectively showed how the grocer might feature the Davies line in his own windows.

WILLIAM DAVIES CO., LTD., IN MANUFACTURERS BUILDING

IN the fine array of exhibits in the Manufacturers Building at the Canadian National Exhibition, the William Davies Company was well represented. With the exception of fresh meats and perishable goods, practically all the well-known Davies lines were featured in a model store consisting of two windows or display cases. In these windows were arranged, in a way that could not fail to attract the eye of the visitor, a complete assortment of Davies' packed meats, pork and beans, wrapped hams, breakfast bacon, "Peerless" shortening and "Peerless" pickles, large fancy bottles of the latter giving a very pleasing feature to the decorative scheme. The entire display was very tastefully arranged, and many a merchant made a mental note of the methods employed in order that he might utilize similar ideas in his own store. Attractive little souvenirs were given away to the visitors at this booth, in the shape of little circular mirrors, having on the back a picture of H.R.H. the Prince of Wales; also useful bill files for the housewife to use in her kitchen, featuring an advertisement of Davies' pork and beans. Palms and ferns lent a very pleasing touch of freshness to the exhibit.

The artistic display of meat and dairy products shown in the William Davies Company's exhibit in the Dairy Building.

WILLIAM DAVIES COMPANY IN THE DAIRY BUILDING

THE exhibit of the William Davies Company in the Dairy Building at the Canadian National Exhibition this year attracted thousands of visitors daily. The choice array of dressed beef, delicious cooked meats, ham and bacon, pure lard, "Peerless" shortening, sausage, butter, eggs and cheese, all daintily and temptingly laid out on small white tables, was sufficient to tempt everybody. The decorative arrangement of the exhibit called forth many compliments. Rustic boxes of evergreen and ferns formed a pretty frame-work, to which a touch of color was added by clusters of flags and hanging baskets. The exhibit of dressed beef which formed the background was the product of selected cattle and was much admired by the butchers and the general public. It was an indication of the high-class beef carried by this firm ensuring only the best possible service to the retailer and consumer alike.

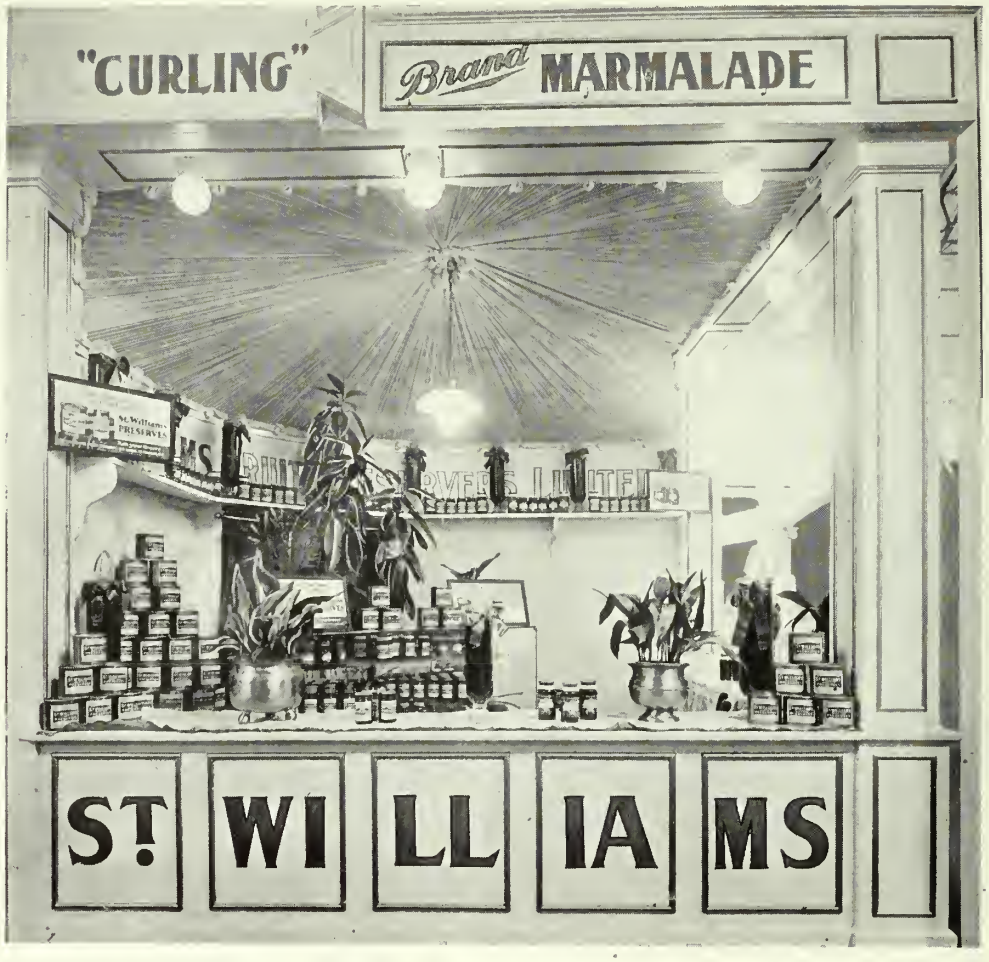
In the display of butter a novel feature was a beautiful anchor and lilies made from this product. Tempting cakes, flaky pies and toothsome biscuits demonstrated the merits of "Peerless" shortening.

A novel feature of the general display was a bean judging contest for which valuable prizes were offered to those who could most closely estimate the number of beans in the jar. This proved a great attraction and the booth was continually thronged with visitors anxious to try their luck.

In the display of specially packed eggs in the Government exhibit, the William Davies Company carried off no fewer than five prizes in the commercial class, namely, three firsts, one second, and the sweepstake prize for the highest number of points in this class.

This is another indication of the care and attention given by this firm to the packing of eggs for delivery to their thousands of customers.

A SPLENDID JAM DISPLAY



The bright and pleasing surroundings of the St. Williams jams and "Curling" brand marmalade in the Manufacturers Building of the Canadian National Exhibition, were always the centre of an interested crowd.

ST. WILLIAMS jams and "Curling" Brand Marmalade, manufactured at St Williams, Ont., and distributed by Maclure and Langley, Limited, manufacturers' agents, Front Street E., Toronto, attracted considerable attention at the Canadian National Exhibition. Occupying a prominent place in the Manufacturers Building, this exhibit was always the centre of an admiring throng. The display of jams and marmalade was one of the finest to be seen, and the splendid reputation already established by St. Williams products was, if anything, enhanced, if that were possible. Made from only the choicest of fruits and pure cane sugars, they represent a standard, distinctive and unrivalled. Every kind of fruit was there on view, splendidly prepared, delightful to the eye, and worthy of a trial. Several hundreds of retailers from all parts of the country visited the booth during the exhibition. Here they were able to learn something of the actual processes entailed in the making of these jams, and the high quality materials used in the same. The average grocer went away convinced that he was making no mistake in recommending to his customers St. Williams products.

The booth in itself was a very attractive one, and from the point of vantage in the Manufacturers Building, it was the object of many complimentary remarks. But the prettily arranged exhibit, with its pyramids of the choicest fruits, rich in color and delightful to the eye, was only in keeping with the generally high standard that is maintained by the company turning out these delicious products.

The "Kkovah" Booth in the Manufacturers Building of the Canadian National Exhibition. Here were displayed and demonstrated the many Kkovah products that are finding such general favor with the public.

THE FAMOUS KKOVAH PRODUCTS

THE famous Kkovah preparations, shown in one of the most attractive booths in the Manufacturers Building at the Canadian National Exhibition, won fresh laurels in the way of popularity this year. Hundreds of people daily sampled these wonderful products, and it is no exaggeration to say that five out of six people who tasted the delicious custard made from a Kkovah preparation, went home with a tin of it. It was served with strawberry jam, combining a dessert, both tasty and nourishing. Kkovah custard requires no eggs. It may be made almost instantaneously, and only requires the addition of milk and sugar. One fifteen cent tin makes four pints of custard, and it can be made thick or thin as the person desires. It is splendid for custard pie, and so easily prepared than even a child could do it.

Kkovah health salts continues to outclass all other products of its kind in point of sales. They are absolutely unbeatable, both as health salts or as a refreshing beverage taken each day, in order to keep the body "fit." Sales are assuming enormous figures, and the manufacturers are straining every facility in order to keep up with the orders. This is practically impossible, as orders are behind, so great is the inquiry for Kkovah Health Salts. They are a product in a class by themselves, and it appears no other will do.

Visitors to the Exhibition were invited to have a glass of Kkovah lemonade, always cold, and so refreshing. Kkovah granular lemonade makes a delightful beverage in almost less time than it takes to say it. No sugar is required in the preparation. It only needs water and there you have a glass of lemonade that it bound to please the most fastidious.

Kkovah egg substitutes is another product that renders a trying household problem one of the easiest to solve. In these days when eggs are so high in price, it comes as a blessing to many people. Wonderful results have followed its use, and in the cooking of cakes and pastry it accomplishes all that is desired.

The Kkovah exhibit, showing the products of Sutcliffe and Bingham, Ltd., of Manchester, Eng., and which are now being manufactured in Toronto, was in charge of Mr. Reed and a most capable staff of assistants. The Canadian distributors for Kkovah products are Maclure and Langley, Ltd., Front St. East, Toronto.

The Cream of Peas Company Booth under the Grand Stand, where thousands of people tasted the delicious and readily prepared soup made from Peazo.

THE CREAM OF PEAS COMPANY'S EXHIBIT

ONE of the demonstrations in the exhibits under the Grand Stand at the Canadian National Exhibition was the introduction to the Canadian public of "Peazo," manufactured by the Cream of Peas Co., Ltd., of Belleville, Ont., and of which Maclure and Langley, Front Street East, Toronto, are the Canadian distributors. "Peazo" is a new product just recently come on the market, and, judging from the inquiries made about it at the Exhibition, it is going to be a household word from this time on. It is a "minute" pea soup, that is, it is prepared in the shortest possible time, a factor to be reckoned with in these days. The product represents the pure cream of the pea, manufactured by special process. Two tablespoons of "Peazo" dissolved in half a cup of cold stock, and to which is added one quart of boiling stock, then properly seasoned, and you have a quart of delicious pea soup. With milk used instead of stock, a richer, more nutritious soup is the result. "Peazo" is also splendid for the thickening of gravies, and will improve all kinds of soups. It is also used extensively as a breakfast food, prepared with milk. Thousands of people sampled this appetizing product at the Exhibition, and went away satisfied that in "Peazo" they had something that was absolutely unbeatable. Its easy preparation appealed to the housewives, and the fact that it is so nutritious solves one of many household problems that arise in the daily preparation of meals.

The exhibit itself was an attractive one. Arranged in pyramids were hundreds of "Peazo" cartons, and this display alone was sufficient to attract thousands of visitors. Courteous attendants served "Peazo," and explained intelligently the merits of the product. Many grocers were among those who sampled this article, and went away determined to carry it in the future.

"Kkovah" Products
St. Williams Jams
Curling Marmalade
Cream of Peas "Peazo"
Nobility Confectionery
Rockland Chocolate
(Quebec and Maritime Provinces)

Hyslop's Blended Jams
Jeyes' Disinfectant Fluids
Armour's Coffee Essence
Armour's Worcester Sauce
Consolidated Wafer Co.'s
Ice Cream, Cones and Wafers
Craven's Pastilles and Gums

Here's a list of popular "Rapid Sellers" that you can't afford to be without.

Stock up, Mr. Grocer, with the seasonable goods listed that will be in big demand.

In many of the above lines we are still having difficulty filling orders. It would be wise to get your order in early.

A WORD TO MANUFACTURERS

If you have a quality line that you want marketed in Canada, get in touch with us. Our reputation for making big sellers out of quality goods is your guarantee.

Maclure & Langley, Limited

Montreal TORONTO Winnipeg

A glimpse of the Lipton booth at the Canadian National Exhibition. This booth was the centre of intensive and appreciative crowds during the whole two weeks of the Exhibition.

LIPTON'S BOOTH A CENTRE OF INTEREST

LIPTON'S teas, coffees, cocoa and jellies were once more prime favorites at the Toronto Exhibition this year. The reputation of Lipton lines is one that is unrivalled, and the popularity of the Lipton tea, coffee and cocoa was amply evidenced by the throngs of people who gathered each day to partake of the delicious beverages sold. Souvenirs, in the shape of very pretty calendars for the balance of this year, were given away to the visitors.

Tea drinkers all over the world have long since discovered the merits of Lipton teas. "Direct from the tea garden to the teapot," they represent a uniform blend, and a standard of excellence. Sir Thomas J. Lipton is the only tea man who grows his own teas on his own plantations. He blends and packs his own teas in such a manner as to guarantee the highest quality obtainable. The Lipton tea and cocoa estates in Ceylon are the finest in the world and include thousands of acres. These teas are splendidly packed in sealed cartons, a fact that is appreciated by the retail trade, and which greatly facilitates handling.

Lipton coffee is characterized by a special blend, put up in air-tight containers. It is in demand everywhere, and represents the last word in a really delicious drink. Lipton's coffee proved a great favorite with the visitors at the exhibition, and the quantity consumed numbered thousands of cups.

There was also a constant inquiry for cocoa, Lipton's instant cocoa having already gained a place of pre-eminence with the buying public. It is well known for its purity and its economical value. It is also quickly prepared, a fact rendering its trade name most applicable.

If crowds mean anything—the throngs continually gathered at the Lipton booth testified to the popularity of the products packed by this reliable, solid, substantial firm.

The Booth of the Hooton Chocolate Company in the Manufacturers Building was a centre of interest for children and grown ups alike.

A STORY-BOOK THAT FEATURES CHOCOLATES

ONE of the most appreciated little gifts that the myriads of visitors to the Canadian National Exhibition carried away with them were the tastefully gotten up booklet issued by the Hooton Chocolate Company, the first of a series of bedtime stories to be issued from time to time by the company. It told the story of Snappy and Happy, the black and brown bears, and even in the excitement of the various sights of the Exhibition a multitude of little folk were to be seen poring over its pages, and manifestly agreeing heartily with its contention that the way to ring up children was by the use of "kindness, commonsense and chocolate." The book was issued as a graceful tribute to commemorate the visit of the Prince of Wales.

From the attractive booth in the Manufacturers' Building thousands of packages of the firm's "tulip buds" were also given away, to the delight of young folks and grown-ups alike. All kinds of chocolates are sold by the firm and they were displayed to the best possible advantage.

Among the many visitors to the Hooton Chocolate Company booth were a large number of grocers and confectioners, many of whom expressed their appreciation of the company's products, and the way in which they were co-operating with the retailer in building sales. Indeed, from the expressions of opinion heard about the booth there could be no doubt of the very strong hold the various products of the company are obtaining over the Canadian-buying public. So strong is this feeling becoming that the merchant may well pin his faith to these quality products, that in addition to their other manifold high qualities have a reputation for maintaining their freshness longer than the products of many competing firms. While the delightful qualities of these chocolate confections stand out pre-eminently, the company has not failed to lay stress on the importance of their products as a food, and as such they have a universal appeal. Unquestionably the two weeks' exhibit will be a large factor in still further stimulating the sale of these valuable products.

MADE IN CANADA
TECO COMPANY, LTD.
BELLEVILLE, ONT.
TECO SELF-RISING PANCAKE & BUCKWHEAT FLOUR
IN CANADA
CANADIAN FACTORY WILL BE IN OPERATION SEPT. 1ST.

The Booth of the Teco Company, whose products—well known in the United States— Are now being manufactured in Canada.

"TECO" PANCAKE FLOUR A CENTRE OF INTEREST

THE demonstration of "Teco" pancake flour, under the Grand Stand at the Canadian National Exhibition, the first of its kind held at the Toronto Fair, was attended with great success. At all times during the period of the fair, the booth was thronged with visitors, anxious to sample some of the delicious pancakes that were being made and served right on the spot. Thousands of orders were taken, delivery to be made by the purchaser's own grocer.

"Teco" pancake flour is now a Canadian product. It is manufactured by the Teco Co., Ltd., with plant at Belleville, Ont. The present concern is the Ekenberg Co. of Cortland, N.Y., who originally manufactured only milk products. Eight years ago the Ekenberg Co. endeavored to induce pancake manufacturers to use malted buttermilk in their products. They were not successful. Consequently they began manufacturing Teco pancake flour themselves, and their operations have now assumed wonderful proportions. At the present time, the Ekenberg Co. is one of the largest pancake manufacturers in the United States, and since introducing Teco to Canada three years ago, the growth of business has been so phenomenal as to necessitate the building of a factory here. It will now be possible to sell the goods at a lower figure than ever before.

"Teco" represents the ideal pancake flour. It contains the necessary milk in dry form, that is, the malted buttermilk, reduced to a powder by the famous Ekenberg process. It is only necessary to add cold water to Teco, and the cakes are ready for the griddle. A full one pound package of Teco produces about forty good sized cakes, with a delicious, appetite-teasing taste. The malted buttermilk in them adds to their nutritive value and makes them more easily digestible. Boards of Health endorse Teco.

The Canadian factory at Belleville will soon be operating at full capacity, and the manager of the concern is L. M. Burkhardt, formerly of Cortland, N.Y. Mr. Burkhardt was in charge of the exhibit at the Fair. His courteous staff served hundreds daily, and explained intelligently the preparation of "Teco."

The ever popular display of the Canadian Postum Cereal Company in the Manufacturers Building, at the Canadian National Exhibition.

THE POSTUM CEREAL LINES

JUST twice as much business as in 1918 was the word at the booth of the Canadian Postum Cereal Co. in the Manufacturers Building at the Canadian National Exhibition, Toronto. The three lines of the company were served to the public. Delicious cups of Postum were given to thousands who attended the Exhibition and who called at the very attractive booth of the Canadian Postum Co. New friends were made for this delightful drink, and, judging from the enormously increased sales, Postum has established itself for all time to come with the Canadian public. Words of commendation and praise were heard on all sides for this invigorating beverage, and the fact that it contains qualities of a most nutritious nature, and yet nothing of an injurious character, recommends it to the average person. One only had to try a cup of this refreshing beverage to realize that it was all that the demonstrators were claiming for it.

Post Toasties, too, had a tremendous "run," and it was with difficulty that sufficient stock could be kept to supply the ever-increasing demand. Sales mounted into hundreds of packages, and the popular favor with which this breakfast food has been acclaimed by the people of this Dominion was proved beyond all doubt at the Canadian National Exhibition this year. Of a high standard of food value, appealing to the taste, conveniently prepared, economical in value, it is an instant favorite wherever it has been given a trial. The sales at the exhibit this year are significant, inasmuch as they indicate the demand that will exist for Post Toasties, and should be sufficient incentive to the retail trade to stock them on a scale equal to all requirements.

Grape Nuts continue to grow in popularity, and this product, too, was a ready sale at the company's booth. The value of eating Grape Nuts as a breakfast food and the many other ways in which the product may be used were clearly demonstrated. With each sale of any one of the three lines of the company, a sample of the other two was given to the purchaser.

The Scotch Snack exhibit under the Gra nd Stand at the Canadian National Exhibition, was visited by many. It was evident that "the herring through the hole" was a familiar sig ht to most of those who visited this section of the Exhibition.

THE HERRING THROUGH THE HOLE

THE "herring through the hole" trade mark was prominently displayed among the exhibits under the Grand Stand at the Canadian National Exhibition this year. It was the first time that a popular demonstration of the Argyll Bute products was shown, and it is no exaggeration to say that Scotch Snack and Scotch boneless herring made new friends with the Canadian public. The booth in its gay colors of the tartan plaid was thronged at all times by visitors anxious to sample the delicious sandwiches that were served to the public. Many tried them for the first time, but after doing so went away with a tumbler of this choice sandwich preparation.

The decorative scheme as carried out in the Scotch Snack display was one of the prettiest seen in this section of the Exhibition. The arrangement was unique, and many were the complimentary remarks passed upon it. Of course tartan plaid formed the principal color. Against a background of white, a panel effect, with border of the plaid, in the centre of which "the herring through the hole" trade mark stood out prominently, made an extremely attractive exhibit.

That Scotch Snack and Scotch boneless herring are winning a lasting place, and building up an enviable reputation with the people of both Canada and the United States, is a fact that has been proved by the immense and ever-growing demand that is springing up in all parts, for these products. The past summer saw a tremendous "run" on these lines, and the Toronto Exhibition did much to introduce Scotch Snack and the boneless herring to thousands of people from outlying districts. These products have entered the Canadian market to stay, and the inroads that are being made in the United States eclipses all expectations. The American people are keen about it, and already big business has been booked in that country.

Scotch Snack is prepared from the pure flesh of the herring. There are no bones or offal in the preparation and no heads or tails. It is a blending of the purest ingredients. The Scotch boneless herring is put up in attractive jars, containing one pound, and also in ten pound boxes. The exhibit was in charge of the manager, W. A. Owen, who oversees the distribution and production of the products. Much credit for the success of these comparatively new products is due to W. A. Owen, who has supervised their production since they first came on the market.

Mr. Owen is very anxious to open a plant to manufacture in the United States. The business is assuming such proportions as to render such a move necessary. He intends going into the matter thoroughly at the conclusion of the exhibition with the proprietor, G. S. Sargent, whose efforts have been untiring in bringing the Argyll Bute Co. to the success that it now is. Many large orders with the retail trade were booked by Mr. Owen and his staff at the exhibition.

The Purity Flour Booth where the merits of Purity Flour and Purity Oats were tellingly demonstrated.

WESTERN CANADA FLOUR CO. HELPS THE RETAILER

THERE are many milling companies that sell flour to the retailer who believe that their service ends when the flour is delivered at the store. In this respect the Western Canada Flour Mills Company, manufacturers of Purity Flour and Purity Oats, differs from many of its competitors. Their exhibit at the Canadian National Exhibition this year in keeping with the aggressive policy of helping the retailer that they have always adopted, is aimed to interest the housewife in the quality of the products and the variety of uses to which they are adapted. By so interesting the public in "Purity" products the company is doing much to aid the merchant in making actual sales.

There are some special points that are being brought out very forcibly by those in charge of the exhibit, notably the fact that Purity Flour is a general purpose flour that may be used for bread, pies, cakes, pastry, and in fact for every baking need, so that the housewife is not faced with the necessity of always having two varieties of flour in the house.

As a demonstration of this important fact, the attractive glass showcase that forms the front of the display exhibits a wide variety of cakes, pies, bread, buns, and dainty confectionery, all made with "Purity" Flour.

If further corroboration were needed it might well be noted that the bread, buns and pies that took first prize at the Exhibition were all baked with Purity Flour. That is unprejudiced evidence that could hardly be bettered.

Purity Oats maintained the same high standard. Most people are familiar with the disagreeable prevalence of oat hulls that are present in so many of even the better grades of oats. Purity Rolled Oats are milled with such care that all hulls are absolutely eliminated. This is a real reason for the claim that Purity Oats are the best on the market.

The "Purity" booth in the Manufacturers' Building was in itself a centre of interest. A simple treatment of blue and white served to bring into high relief the word "Purity" that is fittingly used to typify the company's products.

The Acme of Scale and Slicer Equipment. The goods displayed were all of Canadian manufacture and those who saw the exhibit agreed that they could not well be beaten anywhere.

THE LAST WORD IN SLICERS

REPRESENTING the last word in slicers, was the electric slicing machine displayed in the exhibit of the Canada Scale and Slicer Company, in the Industrial Building at the Canadian National Exhibition. The display attracted hundreds of people daily, many retail grocers and butchers attending and investigating the merits of the scales and slicers that are turned out by this concern. The scales and slicers manufactured by this company constitute absolutely Canadian-made articles. They are made at the plant of the company at Bowmanville, Ont., and the stock is all held by Canadian people. In this period of reconstruction it is well to remember this fact, and particularly when the very latest and most reliable models in scales and slicers are turned out. Demonstrations of the slicers were given constantly and all parts and workings of the same were courteously explained by the sales manager, Thos. Ferguson, who was in charge.

The Toronto slicer, the premier production of the company, is in a class by itself, and the average grocer and butcher contemplating installing a slicer will do well to investigate the merits of the "Toronto." It constitutes the best in the world. All the fittings are of solid monel metal, which will never tarnish or wear off, and has all the latest contrivances, contributing to economical and convenient service. It runs on rods and rests upon a pedestal. It has a ball-bearing automatic grinder, a device for removing the rind, and a large end-clutch that can be quickly attached for cutting up ends, rendering waste impossible. The saving of this device alone will pay for the machine. An automatic sharpening contrivance is one of the features that makes this slicer particularly attractive. It has two corundum stones, one to grind and the other to clean up any burr. The electric attachment for this slicer represents the most modern of its kind, and is absolutely the only one on the market.

The "Queen City" slicer as manufactured by this company is the ideal slicer for the small grocery store. It sells cheaper, and with few exceptions performs the work of the larger one. It has no rinding device, but is otherwise very complete.

The scales as shown in the exhibit are the two pound, three pound, ten pound, and twenty pound. The twenty pound scale represents the latest model, with the platform directly in front of the chart, and not at the side. The "Toronto" scale is absolutely the best on the market, and it is dust proof, because all its working parts are enclosed. It is finished in rich gold and azure blue, and the correct article for the grocer or butcher.

The mechanical organization of the company embraces the cleverest mechanics. Long experience and a thorough knowledge of the line, together with special up-to-date labor-saving machinery, enable the Canada Scale and Slicer Co. to offer a superior machine within reach of all. The Toronto office of the company is at 482 College Street.

The display of Aromints at the Canadian National Exhibition was one of the first moves in an extensive campaign to introduce this product already popular across the line to the Canadian public. Judging from the interests shown in the Aromint booth, it should not be a difficult task.

"AROMINTS" COME TO CANADA

YES, "Aromints" have come to Canada, and they have won instant favor. This was particularly exemplified at the Canadian National Exhibition, where thousands of people sampled the original mints. "Aromints" come in five flavors: cinnamon, peppermint, cloves, licorice and wintergreen. For some years "Aromints" have been selling on a tremendous scale in the United States, but now this palate-pleasing candy confection is manufactured in Canada at 107-109 Duke Street, Toronto. By the way the public and the retailers of Canada have taken to "Aromints," it is quite evident their fame has preceded them, as the Canadian factory is already taxed to the limit to keep up with the demand. Grocers who are not already selling "Aromints" should order a sample assortment now and display them on the counter. It will mean extra sales and will allow a better margin of profit than is secured on most grocery lines. The demonstration at the "Aromint" Exhibit at the Toronto Exhibition fires the opening gun of a big advertising campaign which will produce sales for you if you are handling this tasty confection—the after dinner tid-bit that is gaining first place in public favor in Canada. Canadian sales agents are Oliver-Lee, Limited, 95-97 King Street East, Toronto, Ont.

The model surroundings in which the superior quality of Easifirst Shortening was demonstrated to the interested housewife.

A TRIUMPH FOR "EASIFIRST"

MORE orders for "Easifirst" on opening day this year, than during the entire first week of the exhibition a year ago, characterized the phenomenal business carried on at the booth of Gunns, Ltd., in the Manufacturers' building at the Canadian National Exhibition. It was another great triumph for "Easifirst," the shortening product that is produced by this firm, and which is increasing by leaps and bounds its favor in the market for such lines. Ever-widening its popularity it ranks high in the opinions of all who have tried it. Judging from the gathering at all times around the exhibit the young ladies in charge of the demonstration had a busy fortnight. The tempting pies and cakes that were prepared, where all could witness the operations, were sufficient to incite the curiosity of the thousands of women who passed through the Manufacturers' Building. All who stopped to hear what the demonstrators had to say for "Easifirst" went away apparently convinced, judging from the way the orders flowed in, to be later filled by the retail grocer with which the customer did business.

You were informed that "Easifirst" took the place of butter and lard in the art of cooking, and 13 or 14 ounces of "Easifirst" will replace a pound of butter or lard. This fact alone from the standpoint of economy was sufficient, at a time like this, to induce the uninitiated to try the product, and having once tried it, those who recommend it have no fear but that there will be repeat orders. The large turnover in each day of the fair is sufficient guarantee of its reliability, and retailers will do well to always have a stock of it on hand to meet the increased inquiry that is bound to be the outcome of this year's exhibit at the Canadian National.

The Gunns, Limited, Booth in the Dairy Building of the Canadian National Exhibition, which gives some idea of the very attractive display which was so universally admired by those who visited the building.

GUNNS, LIMITED, FAMOUS PRODUCTS

A GREAT ox's head in butter, and a little pig imaged in lard, greeted the eye from the corner of the Dairy Building at the Canadian National Exhibition, occupied by Gunns, Ltd., and commanded inspection of a very fine display of the many lines of meats and produce that constitute the output of this firm. Heavy, large sides of beef that hung from the rear walls of the enclosure, had been specially grown and fattened for the exhibition, and were the product of Western Ontario farms. This beef represented the highest point of perfection, and as prepared by Gunns, Ltd., is always in great demand. A year ago one of the largest department stores in the city greatly increased its sales in the butcher section by disposing of last year's exhibit of similar beef, and this year another retailer controlling a chain of stores throughout the city will handle the exhibition beef. This beef on display is just a sample of the splendid and high grade "cuts" that are carried by this firm throughout the year. Only the best is in their coolers, and here the retailer is assured of good service with only top quality goods on sale.

A novel guessing contest was one of the striking features of Gunns' exhibit this year. Three jars of peas stood in the window, the first one represented the capacity in cattle of the plant for three months, the second jar the number of hogs that could be butchered in the same length of time, and the third one the quarterly capacity of the factory in sheep and lambs. The prizes consisted of hams, sides of bacon, a dozen tins of pork and beans, and a ten pound pail of "Easifirst." Poultry specially prepared and the choicest cooked meats of every kind were all so arranged as to attract attention, and many were the remarks of favorable comment that were heard on every side.

The scheme of decoration was also the subject of unstinted praise. It was carried out with the colors of red, white and blue predominating, and a large portrait of H.R.H. the Prince of Wales occupied a prominent place. In one corner of the exhibit stood the British bulldog on guard between two stalwart rifles in an attitude of protection of the Union Jack.

The Home of the Nugget lines, one of centres of interest in the Exhibits under the Grand Stand.

A WONDERFUL DISCOVERY

GOLD Nugget products were prominent in the displays under the Grand Stand at the Canadian National Exhibition, and many of the famous articles were introduced to the public, who, having tried some of the first productions of the company and liked them, were anxious to see the new lines. Gold Nugget hand cleaner won instant favor with the people. It represents the last word in a cleanser for the mechanic or the toiler mid dirt and grime of the worst sort. It is splendid to use after the motorist has been working and cleaning his automobile, and yet it can be applied to the most delicate hands without fear of injury. It has a delightful odor, fragrant and refreshing. Gold Nugget dry hand cleaner is another line that suggested itself to the approval of the people. In washing one's hands it is only necessary to dip the hands in water and then apply the dry cleaner. The results are astonishing, and it makes an ideal preparation for use in offices, hotels and railway trains.

Then there was the famous Gold Nugget cleanser that is fast becoming one of the biggest sellers on the Canadian market. Its popularity is established, but the dimensions of its renown are widening. Gold Nugget cleanser is becoming a household word.

Poultry grit, chick grit, and bird grit were favorites with the poultry and bird fanciers. One of the features of the exhibit was the lovely collection of beautiful canaries that occupied a prominent place in the attractive arrangements. Goldfish too, were swimming about in their tank, cleaning their gills of all slime and impurities with Gold Nugget gold fish sand.

Pumice, coarse and fine, is now manufactured by the Gold Nugget people and will be appreciated by the public. It formerly was brought from Germany, but the Canadian product is capturing the market in this country. All Gold Nugget products were the objects of much attention from the retailers who visited the exhibit from all parts of the country, and who could see the enviable reputation that they have made with the people. The grocer who does not stock them is failing in his effort to please co-worker customers.

A. I. Stone, discoverer, and A. E. Fisher, co-worker, were in charge of the exhibit.

The big booth of the W. A. Freeman Company, Limited, in the Process Building, had many novelties in equipment to show the trade.

W. A. FREEMAN'S EQUIPMENT EXHIBIT

THE grocery, butcher and confectionery fixture supply exhibit of the W. A. Freeman Co., Limited, in the Industrial Building presented many practical suggestions to the merchant who is anxious to increase his business.

The features of this splendid exhibit were the Freeman ice box, the Ultimate refrigerator counter, and the Dosi system of displaying foodstuffs under sanitary plate glass.

All Freeman's refrigerators are substantially constructed. They are made to give the maximum service. All hardware used in their manufacture is made and assembled under the specifications and inspection of company officials, so that buyers are protected in so far as materials and workmanship are concerned.

The centre warm air flue is one of the main points in connection with the Freeman ice refrigerator. This warm air flue forms a natural passage for any warm air or moisture arising in the centre of the refrigerator from incoming stock and conveys it with the least possible resistance to the warm air ducts at the sides of the ice chamber, owing to the fact that this latter is properly insulated. Every progressive merchant knows that efficient refrigeration depends almost entirely on the circulation effect of the air and any interference with this circulation means loss of efficiency in the refrigeration.

Freeman's Ultimate refrigerator counter is a most important piece of equipment for the grocery store with a meat department. Merchants who are using this counter report it has been the means of developing their sales considerably. It enables the dealer to show his different lines of meats in a sanitary manner under glass in the proper temperature. It is a big money maker for any merchant who installs one.

The W. A. Freeman Co., Ltd., showed for the first time the Dosi show-cases for counters. This is a new method of displaying goods and one that is bound to come to the front very rapidly. One grocer who has installed the Dosi system claims a very rapid development in sales of goods from the counter. The Dosi show-cases are made in all sizes to fit any counter. The goods are put into them from the rear and cannot be handled by customers. No dust or dirt can contaminate the goods. All the glass display stands are made of clear plate and nothing to obstruct a perfect view. They provide a most modern, sanitary and attractive method of not only counter displays, but of window displays as well.

The head office of the W. A. Freeman Co., Limited, is Hamilton, Ont. Merchants who did not see this exhibit at the Canadian National Exhibition should get in touch with this firm at once for prices and full particulars on Freeman's ice boxes, refrigeration counters, Dosi show-cases, as well as different kinds of shelving, office furniture, paper bags, wrapping paper, twine, slicing machines, butcher blocks, vegetable display stands, coffee mills, meat cutters, bone cutters, etc.

Peek Frean's Biscuits

Thousands of people would have been disappointed with this year's exhibition, had they not had the pleasure of visiting an exhibit of their old familiar brand of biscuits, those of Peek Frean & Co., of London, England. You would hear the people remark as they looked over the various varieties of P. F. Biscuits, "My word, but this does seem like old times"; and the next question was: "Where can we buy them?" The answer was, that these celebrated biscuits have just started to come back on the market, and in the course of a few months' time they will have the pleasure of again satisfying their longing for those biscuits that are superb in every manner to ordinary biscuits.

Mr. Harry Horne was responsible for the arrangement and conduct of this exhibit, and The Harry Horne Co., Ltd., state that they have stocks rolling forward from the factory at London, England, and will shortly be in a position to supply the trade again with these celebrated P. F. English Biscuits. A very large shipment of P. F. Shortcake is now en route to Toronto, and all orders from merchants will be filled in their turn on arrival of the shipment.

Pascall's Confectionery Exhibit

A very attractive exhibit of Pascall's English Confectionery and novelties in the Manufacturers' Building at the C. N. E. was a big and welcome surprise to all who visited the Exhibition.

This exhibit was arranged and conducted by Harry Horne, who is the Ontario representative of the firm of Jas. Pascalls, Ltd., of London, England

As embargoes have been on English confectionery during the war, it is only recently that Pascall's confectionery has again been obtainable, and up to the present time, only in small lots. The Harry Horne Co., Ltd., have shipments arriving of Pascall's famous Barley Sugar, and are open to accept orders for this.

Other lines will be imported for sale as soon as the markets on the other side warrant it, and as conditions permit. The Harry Horne Co., of Toronto, will have stocks on spot of all such lines as will meet the demand of the public.

There are many ideas on window and interior display to be secured from the illustrations in this Exhibition Section. Merchants keeping a display file should be sure to include this section in it.

Here is where Domestic Shortening was demonstrated to thousands of women visitors at the Canadian National Exhibition.

H. A. Products' exhibit in the Dairy Building. The guessing contest on the weight of the white steer and the giving away of the H. A. caps were two of the features.

This exhibit of toilet soaps and perfumes made by John Taylor & Co., attracted large crowds and certainly will help the retailer to sell these high-quality products.

A view of the main entrance to the Canadian National Exhibition grounds at foot of Dufferin Street showing crowds arriving.

NEEDED—A FOOD BUILDING

NO visitor at the Canadian National Exhibition could have failed to be struck by the way in which the exhibits of food products and allied lines predominated in most of the buildings. Barring the buildings set apart for definite exhibits, such as the Transportation and Horticultural Buildings, unquestionably the bulk of the space was occupied by food products. Moreover, it was these products that unquestionably were of the most interest to the various visitors at the Fair. Thousands of people strolled through the Transportation Building to take a fleeting glance at the cars that they knew perfectly well could never be more to them than a mere exhibit, but the real interest of these thousands centred in those buildings that displayed the food products that they were accustomed to use, or that they well might use. It was around the food booths that the crowds gathered most readily, and around them that they stayed the longest. They are products of interest to everyone.

With the gradual growth of the Canadian National Exhibition there has been a tendency to outgrow the buildings that a few years ago were more than adequate to meet the needs of the exhibitors. This year, long before the date of opening, applications for space had to be refused. There is evidence here of the need for increased accommodation.

More than that there is a growing feeling that the time has come for a more systematic arrangement of exhibits. The visitor to the Exhibition should not have to search over two or three buildings to find the exhibit for which he sought. It is evident that the Manufacturers' Building is hopelessly inadequate to house the thousand and one products of manufacture. The exhibits that naturally belong there have been crowded into less pretentious quarters under the Grand Stand. This is disconcerting to the public, who not unnaturally expect to find some system of orderly arrangement in the exhibits.

Surely the time has come when with the growth of the Exhibition and the pyramiding of exhibitors of food products that some special consideration should be vouchsafed them. It is time that some special building should be provided that would be adequate for the display of all those food manufacturers who are eager to display their products.

In talking to a large number of manufacturers regarding an editorial that appeared in CANADIAN GROCER some two weeks ago on this subject, it was discovered that there was a unanimous opinion in favor of this proposal to gather the food products into one building. This question has grown to be of such importance that all possible pressure should be brought to bear on the Exhibition officials to see that something of this kind is done before next year's Exhibition.

An interesting view of the lake front, where speedboat trials and aeroplane exhibits kept up a perpetual interest.

Useful Business Statistics

Figure Studies Make Unlooked For Revelations—Consideration of the Ratio of Outstanding Accounts to Sales

By HENRY JOHNSON, Jr.

"WHAT'S the use of all those figures?" asks the tyro in accounting or the lazy merchant. The answer is various. Certain things we know we shall find but the unexpected, what may be called the by-products of investigation, often reveals things of greatest value to us. For example: What is your average sale, and what is the use of knowing it? Well, if you know that it is 39 cents to-day, so that the turnover of $1,000 involves more than 2,564 transactions, you may sense the infinite detail of your business. You will the better appreciate what ¼ cent per sale may mean. Then if, by superior merchandising, by the application of the keenest ability you have, you have succeeded in raising the average to, say, 48 cents, see what has happened: You have cut the transactions per thousand dollars of business by 481 and have reduced your average of handling expense by just that much! Yet most merchants, big and little, do not know what their average sale is.

I have spoken of the lazy merchant. What do I mean? First, I mean that most merchants—grocers particularly—are just plain lazy. If you saw the inside of as many grocery stores as I see, you could not fail to agree with me. Second, I mean the man who is busy as a flea jumping about his store, doing the daily, routine work in a mechanical fashion—but who never thinks. That man is dead from the collar up. He is the man who most needs awakening; but, seeing he does not think and does not read, the chances are slim. Indeed, he is the man who makes opportunity for the few merchants who do think. Right?

Another Angle to Statistics

But get this: The most important statistics for you to study are those of your own store. Figures from other establishments will be useless to you until you can make comparisons with what you are doing in your own business. And you cannot make comparisons until you know what results you are obtaining behind your own counter. That you can learn only by detailed study of your own affairs. A short time since I published comparative monthly tables from the accounts of one bright merchant. Here are some more tables from the same man. Look 'em over. Digest them. Apply them in your own business. Never mind if you cannot now see what you will get out of them. You will find the work the best investment of your own time that you can make.

Uses of Those Figures

If you had such a set of figures on your own business, can you see any way in which you could make use of them? I think that the most cursory glance at them will evoke a hearty affirmative.

Just note these sales figures. There is the almost steady progress, month by month, throughout the year from January to December. There was a falling off in the months of April, May and June. Why? Probably local conditions governed; but would this man have been aware of any falling off without comparative figures? Now, having the comparisons, knowing what he may expect a year afterwards, he is prepared to crowd extra steam on sales during those months.

Next, note the figures of expense ratio. See how it climbed up in April last year by almost 1½ per cent. Don't you think he was able to reduce it to normal in May and June just because he had that comparison for guidance?

But see the fine increase of January and February of 1919 compared with the previous year: upward of 19 per cent. and nearly 26 2-3 per cent. respectively. Do you not see how he is kept on his toes, ambitious that each succeeding month shall equal such ratio of increase?

Accounts Ratio

Another mighty valuable angle is the ratio of outstanding accounts to sales.

Roughly figured, in February, first month we have comparative figures, the accounts equaled 54 per cent. of sales; in March, 43; April, 53; May, 56; June, 56; July, 57; August, 50; Sept., 57; October, 58; November, 57½; December, 52. The average is just about that of the first month, 54 per cent. Moreover, the decline to 52 per cent. in the big month of December seems to restore the equilibrium.

That is the way it goes—the more you dig the more you find and the more instructive, interesting and fascinating the digging becomes. Every one of these conclusions gets to mean more to this merchant each month. He knows more accurately the exact significance of each total. He is sailing by chart—not by guess nor dead-reckoning; and that is safe navigation!

1919	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Merch. Purchases ..	$5410.76	$7354.07										
Last Year												
Accounts Payable .	7638.44	5854.81										
Last Year												
Sales	9489.34	9497.03										
Last Year	7972.00	7490.00	$8462.00	$7655.00	$7995.00	$8038.00	$8700.00	$10128.00	$10061.00	$10679.00	$10637.00	$10725.00
Accounts Outstdg..	4199.45	5168.55										
Last Year	.....	4164.00	3659.00	4063.00	4480.00	4451.00	4994.00	5049.00	5703.00	5938.00	5727.00	5226.00
Gross Margin	20%	20.81%										
Last Year								21.50%	20%	21.25%	22.25%	26%
Total Expense ...	11181.75	1809.93										
Last Year	876.80	875.62	918.20	937.47	831.09	923.14						
Ratio of Expense..	12.53%	8.49%										
Last Year	11.29%	11.69%	10.85%	12.24%	10.38%	11.47%	11.11%	9.35%	10.18%	10.28%	10.43%	9.82%
Stock (est.)	4764.56	4521.00										
(Last of Month)												
Bank (less outst.												
cheques)	981.64	283.52										
Cash on hand	861.79	1169.57										

FROM 1884 TO 1919
A BUSINESS RECORD

After thirty-five years in business at one place, one of the best known business men of Carnduff, Saskatchewan, J. B. Preston, retires from active association with his establishment, leaving its control equally divided amongst his three sons.

It was away back in 1884 that J. B. Preston chose Carnduff as a promising location and he has grown with the province and his particular district, taking one after the other of his sons into the business as it expanded.

Then came the war, two of the boys left home to take their part in beating the Hun, and now they are back home, Mr. Preston hands over the complete control, which includes the books, stock, property and everything belonging to the former firm of J. B. Preston & Sons.

The business will now be known as Preston Bros., the members of the firm being Clarence, Victor and Gurney Preston, all of whom have grown up in years, and with the business and are fully conversant with its smallest detail.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

QUEBEC

Jas. A. Planche, East Angus, is dead.

A. H. Beaulieu, general merchant, St. Elizabeth, has sold to Louis Sylvestre.

Miles Grant, of the N. K. Fairbank Co., Ltd., Montreal, is taking his vacation.

W. C. McGee of Kearney Bros., wholesale teas, has been laid up for a few days through illness.

Zepherin Hebert, President Hudon, Hebert & Co., Ltee, Montreal, is away to Hot Springs with his family.

H. Stirling, manager of The Canadian Feed Manufacturing Co., Ltd., Fort William, was in Montreal last week.

Mr. Genest of Hudon, Hebert & Co., Ltee, sales staff, has returned after two weeks' holiday in the mountains.

The marriage took place on Wednesday of this week, in Montreal, of M. F. Keegan, city traveller for the Cowan Co., to Miss Anderson, also of Montreal.

Elzear Harvey & Company have obtained a charter as general merchants in St. Joseph D'Alma.

G. C. Duncan, office manager of the Cowan Company, Montreal branch, was absent from the city on a trip down the Saguenay, last week.

W. H. Halford, managing director of the Meiji Trading Co., Ltd., Montreal, was in New York for about ten days and visited Ontario points on his return to Montreal last week.

The Cowan Company's special exhibits at the Quebec and Sherbrooke Expositions, this year, were made under the supervision of A. E. Cox, Quebec representative. Mr. Cox reports the Quebec fair, in particular, one of the best yet held.

The C. H. Sirois Co., Montreal, have been appointed Montreal district representatives for the following firms: MacKay C., West Toronto; Alpha Chemical Co., Ltd., Kitchener; Drummondville Match Co.; Dr. Clark Celery Farms Ltd., Brockville.

ONTARIO

Frank Blowey, grocer, Chedake, has suffered loss by fire.

Jos. Dillon, general merchant, Bothwell, Ont., is dead.

Mrs. A. E. Hodge, grocer, Hamilton, has sold to Davidge & Powell.

A. S. Marlatt, grocer, Hamilton, has sold to Hales & Hodgans.

E. Teeter, Hamilton, has sold to Walter Wilkins.

ONTARIO BUSINESS CHANGES

John McDonald, grocer, Hamilton, has sold out.

Chas. Etheridge, grocer, Hamilton, has sold out.

DEATH OF E. T. CARR

Assistant Sales Manager Cereal Department Quaker Oats Co., Passes Away Quite Suddenly

Ed. T. Carr, who has been assistant sales manager for some years of the cereal department of the Quaker Oats Co., Peterborough, died suddenly last week. Mr. Carr was the first employee of the Quaker Oats Co. in Peterborough, and has been with the firm for 16 years. He suffered from an attack of appendicitis which eventually caused his death

The Late ED. T. CARR.
Assistant Sales Manager of the Quaker Oats Company of Peterborough, who died recently.

on Wednesday of last week. The funeral was held on Friday. Mr. Carr was only 35 years old. His rapid progress in the past with the Quaker Oats Co., where he began at the age of 19, indicated a still brighter future for him. He had many friends all over Ontario as well as in Peterborough, who will regret very much to hear of his sudden passing. He was familiarily known by his associates around the office as "Eddie," as well as by many others in the city in which he lived. It is, of course, in the plant of the Quaker Oats Co. and among the outside representatives of the firm where he will be missed the most.

J. E. Tress, Toronto, has sold to Andrew Bros.

E. J. Simpson, grocer, Orillia, is selling out.

I. B. Marshall, grocer and meats, Toronto, is selling out.

Geo. S. Boose, grocer, Hamilton, has sold to J. MacKiel.

Chas. Hawkins, grocer, Windsor, has sold to the Trading Company.

Geo. E. Connor, grocer, Hamilton, has sold to D. Bacon.

L. LaBane, grocer, Oakville, Ont., has sold to S. M. Campbell.

Isaac B. Paisley, grocer, Toronto, has been succeeded by E. A. Fobert.

J. J. Bondy, groceries and meats, Windsor, has sold to Everett Sanderson.

W. Stoner, general merchant, Frome, has sold to W. M. Silcox.

Owen Mahew, general merchant, Longtinville, has been succeeded by J. O. Clement.

R. A. Corbett has bought the grocery business formerly operated by Mrs. T. A. Eliott on Main street, Smith's Falls.

J. Mitchell has sold his grocery at the corner of Hurontario and Third Sts., Collingwood, to H. Munro & Son, who took possession recently.

SAD DEATH OF LITTLE CHILD

Norman, the young son of Alex. Fedy, merchant of Mildmay, Ont., met with a peculiar death by drowning in a pail of vinegar.

The child, who was only a year and a half old, was left alone in the kitchen for only a few minutes and during the mother's absence the little tot, who was just beginning to walk, crawled up to a pail of vinegar that was in the room, fell into it and was drowned.

CIVIL SERVANTS MAY EXTEND CO-OPERATIVE BUYING PLAN

Provided that they are successful in obtaining cheaper coal on a co-operative basis, the Civil Servants' Federation of Manitoba will purchase other necessities in the same manner, Mr. A. McNish, secretary, said to-day. A committee consisting of H. Hurd, T. Powers and H. Carry are now obtaining quotations on coal and will report at a meeting to be held Friday evening.

PRESENTATION TO H. P. ECKARDT EMPLOYEE

J. O. Elton, who has been connected with H. P. Eckardt and Co., wholesale grocers, Toronto, for some years, and latterly as buyer, has severed his connection with that firm, and, after a holiday, will enter the business of H. S. Moore and Co., grocery brokers, Toronto. On Saturday last Mr. Elton was handsomely remembered by the management and employees of H. P. Eckardt & Co. He was presented with a chair, bookcase, and double reading table, as a mark of appreciation of the valuable services he had rendered the company during the fourteen years that he has been with them.

GUELPH, ONT. RETAILERS OPEN MANUFACTURERS' AGENCY

C. T. Hicks & A. J. Groom Enter Partnership to Deal With the Retail Trade

The Hicks-Groom Company have opened a manufacturers' agency office in Guelph, Ont., and will handle grocery, confectionery and drug specialties. They will sell to the retail trade only. Both members of the firm, C. T. Hicks and A. J. Groom, have been in the retail grocery business in Guelph for many years. The former sold his grocery business last April and Mr. Groom expects to dispose of his in the near future. Both men are therefore well acquainted with the grocery business and are known to a good many manufacturers, and particularly travelling salesmen.

PLAN PUBLIC MARKET FOR BRANTFORD, ONT.

BRANTFORD, August 28.—At a meeting of the rural relations committee of the Chamber of Commerce a committee of five was appointed to consider and report on the question of a market for Brantford. The committee will give special attention to suggested improvements which would benefit both consumer and producer. The following points were under discussion: Accommodation for vehicles and horses; location of the market; conservation of time; cold storage facilities; advisability of co-operation in the delivery of goods; having by-law changed which prevents merchants from purchasing before 10 a.m.; shelter fees; prices as compared with other cities of similar size; advisability of having a lower price for articles taken away by the purchaser than when delivered by the producer.

MARITIME BOARD OF TRADE TO MEET

To Hold Twenty-first Annual Meeting at Moncton, N.B.

The Maritime Board of Trade will hold its twenty-first annual meeting in Moncton, N.B., on September 17th and 18th. There will be some matters of vital importance to the Maritime Provinces as well as to other sections of Canada that will be brought up for discussion. The sessions will be held in the Moncton City Hall and will open at 9.30 a.m., September 17.

Among the list of subjects to be discussed will be the following:

1. Maritime Union:—By Amherst and Bathurst Boards.
2. Better transportation facilities:—By North Sydney Board.
3. Re-organization of the Military Forces of Canada:—By Charlottetown, P.E.I., Board.
4. Unit system of management of Canadian National Railways, with headquarters for Eastern unit in the Maritime Provinces:—By Moncton Board.
5. Closer relations between employer and employed:—By Amherst Board.
6. Development of national ports on the Atlantic Coast:—By Saint John and Saint Stephen Boards.
7. Revision of railway freight rates that discriminate against the Lower Provinces:—By Bathurst Board.
8. Development of water powers in the Maritime Provinces:—By Saint Stephen Board.
9. Inquiry as to proportion of work of Geological Survey of Canada in the Maritime Provinces compared with the other provinces of the Dominion:—By Moncton Board.
10. Transportation—(a) Standardization throughout, of the P.E.I. division of the Canadian National Railways at the earliest possible moment, (b) The securing of a car ferry steamer to supplement the present car ferry between Borden and Tormentine; (c) The placing of S.S. Northumberland, now idle in Charlottetown, on the Charlottetown-Pictou route; (d) Improvement of the passenger service between P.E.I. and mainland points:—By Charlottetown Board.
11. The advantage of a uniform system of weights, measures and money:—By Saint John, N.B., Board.
12. War memorials:—By Saint Stephen Board.
13. The decreasing representation of the Maritime Provinces in the Dominion House of Commons:—By Moncton, N.B., Board.

FINED FOR KEEPING OPEN

Several Fort William storekeepers, all foreigners, appeared in the Fort William Police Court recently, charged with infractions of a city by-law by keeping their places of business open on Saturday night after the 10 o'clock closing hour, and were fined $5 and costs each.

A BOLD ROBBERY IN SHERBROOKE, QUEBEC

Two hundred dollars was stolen from the Eastern Townships Provision Co., Ltd., Sherbrooke, Que., recently.

The thieves apparently entered by a window. The theft was bold in the extreme as the goods stolen were principally tobacco and flour, as well as other bulky articles, and it is thought almost certain that either a wagon or an automobile was used to carry away the loot.

Fifteen hundred dollars' damage was done to the plant of Puddy Bros, 60 Paton Rd., Toronto, recently when a lard refining vat exploded, and hurtled through the roof. There were few employees in the building at the time. No one was hurt. The damage to the building is $1,000, to the contents, $500.

DAVIES COMPANY MANAGER INJURED IN MONTREAL

Alighting from a street car when it was still in motion at the corner of Delorimier and Mount Royal Avenue on Tuesday night, W. Russell, 35 years old, manager of the William Davies Company's Mount Royal Avenue branch, Montreal, suffered a broken nose and injuries to his forehead. He was taken to the Royal Victoria Hospital where his condition is regarded as serious. Mr. Russell, in alighting from the car missed his footing and fell on his face.

CLERKS OF SYDNEY MINES, C.B., TO FORM UNION

The retail clerks of Sydney Mines, C.B., are about to join the ranks of organized labor and become affiliated with the International Clerks' Union of Canada. There are already several branches in Nova Scotia and the acquisition of a retail clerks' union in North Cape Breton will very much strengthen the international.

ECUADOR MAY PROHIBIT EXPORT OF COFFEE

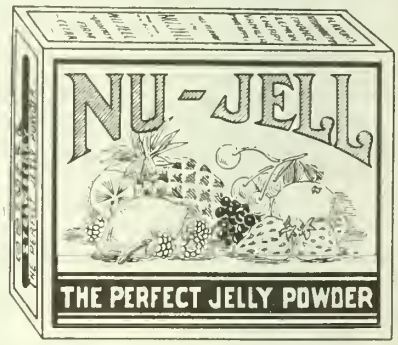
The Government of Ecuador, according to a report from the American Consul-General at Guayaquil, Ecuador, may prohibit the export of coffee for the year, as the present year's crop will only be sufficient for domestic consumption.

OTTAWA CLERKS PROTEST SATURDAY EVENING OPENINGS

The Ottawa branch of the Retail Clerks' International Protective Association has protested against certain firms in the city for keeping open for business after 6 p.m. Saturdays, including the Woolworth fifteen cent stores. The clerks claim that the stores concerned are taking advantage of a technicality in the shape of a flaw in the by-law.

The by-law, which went into force on July 5th, covers a great variety of stores, but the following claim they are not affected thereby: dry goods stores, smallware or bric-a-brac stores, usually known as 5, 10, 15 cent stores. The clerks are asking the Retail Merchants' Association to define the stores referred to so that they may be brought within the operation of the law.

NEW GOODS



"Nu-Jell" is the name of a new jelly powder being placed on the Canadian market by the Harry Horne Co., Ltd., Toronto. It is made in raspberry, strawberry, orange, lemon, cherry, vanilla and pineapple flavors. The package is printed in colors, showing samples of the various fruits. The new line was shown for the first time at the Canadian National Exhibition in the Harry Horne exhibit.

NEWS FROM WESTERN CANADA

Many Western wholesalers report frantic pleas from relatives and friends in Alberta for "as much sugar as you can get." Apparently it is not even a question of price—it's a matter of getting something to sweeten their tea.

From West Summerland, B.C., comes the announcement that the West Summerland branch of the Summerland Supply Co. has been acquired by the Summerland Mercantile Co. and will be operated under their name.

John Angus, with A. Macdonald & Co., was taken to the hospital last week with a very serious case of appendicitis. Mr. Angus enlisted on the day war was declared, and just returned recently, getting by without a scratch. The company is pleased to report that Mr. Angus is making good progress towards recovery.

WESTERN

C. F. McGhie, grocer, Winnipeg, has sold to J. McKay.

L. W. Patton has sold his grocery business in Winnipeg to M. Haddad.

Diamond Bros. have purchased the general store business in Winnipeg formerly conducted by G. P. Brown.

The Pacific Sea Food Product Co. are going to locate in Prince Rupert.

J. Overend has sold his general store business at Ninette, Man., to E. Chester. Mr. Overend is going to devote his time to his lumber business.

R. E. Sadler, of Elgin, Man., has purchased the general store business of J. Mountain at Hartney. He took possession Sept. 1st.

BUSINESS CHANGES

Mulligan Cash Grocery, Winnipeg, has been succeeded by Rogers & Parent.

Moore & McKinley, general merchants, Brownlee, Sask., have opened a branch at Lucky Lake.

Max Faurer, general merchant, Stornoway, Sask., has sold to Fingold & Gorstein.

A. T. Hutchinson, general merchant, Strongfield, Sask., has sold to A. Hornstein.

John Baker, grocer, Winnipeg, has discontinued business.

Bosel & Son, grocers, Winnipeg, have sold out.

H. Green, grocer, Winnipeg, has been succeeded by G. Roseman.

J. Lilien, grocer and butcher, Winnipeg, has been succeeded by L. B. Biskin.

C. P. Beemer, general merchant, Chamberlain, Sask., has sold to N. J. Nicholson.

J. J. Clarke, grocer, Edmonton, has disposed of his 111th Ave. branch.

Meeting the Oriental Merchant on His Own Ground

I. O. Kirkham, Ltd., Specializes as Do the Chinese on All Manner of Fancy Vegetables, and so Minimizes the Appeal of the Oriental Merchants Who Are Making a Strong Bid for Trade in B.C.

IN Victoria, as well as in Vancouver, the Chinese merchants are making considerable headway in establishing themselves in the retail grocery business. It is quite probable that one of their best leverages into the business with the Canadian trade is the splendid display of all kinds of vegetables that these Chinese merchants always feature. Of course practically all the vegetables produced in British Columbia are grown by the Chinese gardeners, and it is only reasonable to expect that they would have plentiful supplies of all varieties, but they also make it an invariable rule to stock all vegetables, whether from California or wherever produced.

When the woman purchaser on her marketing expedition, is attracted to the Chinese store with its complete display of vegetables, she is a prospective customer for the general grocery line that the Chinese stores are gradually working into.

H. O. Kirkham, Ltd., has struck the right note in holding the white trade for the white merchants by making a special feature of their vegetable department. They have quite as good an assortment as it is possible to find in any place, and therefore they make it absolutely unnecessary for their customers to go elsewhere for green vegetables. If this were generally the case with the retail grocery stores on the Pacific Coast there would not be such temptation for the housewife to deal with the Chinese and Japanese retailers.

Of course the vegetables which the groceries would sell are grown by the Chinese gardeners,—that is understood, but on the other hand, his Barbadoes molasses may have been produced by West Indian negroes, and his canned pineapple cultivated by Hawaiian laborers, but that is no reason why he should sit back and let these various people market their commodities to his customers.

RETAIL CLERKS, WINNIPEG, ENJOY INTERATIONAL UNION

Officers of the Retail Clerks' association of Winnipeg were elected recently. They are: President, W. Smith; vice-president, T. Cross; recording secretary, J. G. Jordon; financial secretary, Miss S. Smith; treasurer, Miss A. McQueen; warden, J. A. McDonald; executive, A. T. Clarke, Miss M. Rose, John Walker, D. Richmond. A resolution was passed supporting the Trades and Labor Council and international affiliation. The local, shattered as a result of the general strike, is now fully organized, its officers say.

Unclean Scoop Nearly Cost a Customer

The necessity of seeing that scoops are properly cleaned before using, was noticed recently in a retail store on Portage Ave., Winnipeg, Man.

A woman who was an old customer of the store came in, carrying a bag containing granulated sugar; placing it on the counter, she asked for the proprietor, explained to him that there was salt mixed in the sugar, and consequently it had spoiled a quantity of fruit she had just been putting down. She was not so much concerned about the loss of the sugar as she was over the loss of the fruit and her own time.

Had it not been for the diplomatic handling of the situation by the manager, and the placing of the blame on the junior clerk, the account would surely have been lost.

TAKES CHARGE OF WESTERN FIRM

Alex. Hall, who has been connected with the Harris Abattoir Company, Toronto, for several years, latterly as assistant sales manager, has gone to Winnipeg to take charge of the business of Gordon Ironsides Feres, Packers, Ltd. Mr. Hall has many friends in Toronto who regret to know that he is leaving Toronto, but glad to hear of his additional responsibilities. He is an old Peterborough, Ont., boy, who has been connected with the packing business for a good many years.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

THE markets in groceries are generally very strong with advances shown in a number of instances, particularly on the Montreal market. Sugar is still very scarce. There are a few lines showing reductions, but in the majority of cases the trend is the other way.

MONTREAL—There are advances of importance this week and among the most important is that of an advance of 50c per cwt. for refined sugar. This is made by one refinery, bringing the price to $11, while other quotations are still held at $10.40 to $10.50. A change has also been made in the differentials for some grades of yellows. One line of soap powder is advanced in price and vinegars of Canadian manufacture are marked up one cent. Lantern globes are advanced 20c per doz. "Gross" candies of the one cent variety are up 2½c per box. Baked beans are higher. Baking powder, winter wheat flour and mill feeds are all firmer and are bringing higher prices.

Among the lines on which reduced prices apply are: Crisco, flaxseed and canned blueberries of new pack. Japanese beans are selling at $5 per bushel. Tapioca is marked down in one quarter. Evaporated apples are easier in the States and they may be here, before long. Corn syrups are active, but ruling somewhat easier. Honey is reduced in price. Canadian carraway seed is much reduced and green vegetables and fruits are lower. There is an easier tendency for grains and oat prices are less.

An improved situation is in prospect for refined sugar, raws having come to hand the past week with other shipments en route. Molasses is also arriving and the undertone is firm. Coffee is unchanged, but somewhat easier in New York. Tea is firm and active. Hay sales are limited and some think reduction of price is in order now. Altogether there is a large volume of business, and the one remark in this connection is that of the difficulty of getting all the goods necessary.

TORONTO—Continued strength in the markets for general grocery commodities marks the week insofar as Toronto is concerned. The sugar situation is still very acute and great difficulty is being experienced in securing anything like adequate supplies. One refinery has announced an advance of 50 cents per cwt. Receipts of raws are reported at Montreal, and it is hoped that in ten days' time there may be some relief. Teas for future delivery are very high and the position of exchange on Ceylon is such as to discourage buying. Stocks on spot are becoming low, although prices to the retail trade are steady and very firm. Coffees are inclined to be easier, that is for Brazils, but the mild coffees are very firm and supplies are very limited. A feature of the markets is the strong, upward tendency in rices. New Southern rices are being offered, but a wholesaler stated that for a fancy Carolina rice, that he would have in the course of a short time, he would have to ask 20 cents per pound,a record figure for this commodity. Dried fruits are in very small supply. Seedless raisins are practically off the market and seeded ones are very strong in price. There are still some small sizes of prunes, but apricots have all been cleaned up for some time. There is a very heavy demand for spices and prices are very strong. Nuts continue to show a generally upward trend and high prices are being quoted on goods for future delivery.

In produce lines, particularly in meats, the movement is towards lower levels. Fresh meats are selling at easier figures and smoked lines, too, show declines. Lard and shortening are also lower, with butter and cheese remaining firm. There is a good demand for both poultry and fish.

WINNIPEG—There has been a very marked sagging movement in coffee during the week, but a reflection of the changed attitude in Brazil. Rio grades have suffered a very severe decline and there is the possibility that they may go even lower. Tea is in good demand and is very firm. There has been a better situation in regard to sugar stocks during the week and this has resulted in an increased demand for fruits. Sago and tapioca are being received in better quantities, but there has been no change in prices noted. Advances are expected in paper bags, brooms, confectionery and canned milk, while one large manufacturer of jams has withdrawn prices, which is anticipated to mean an increased figure. There has been a sharp decline in pork products and lard has felt the effect. Further declines in lard are expected this week.

QUEBEC MARKETS

MONTREAL, Sept. 11—Grocery markets are satisfactorily active here and there has been a general firmness in many lines. Some changes have been made in the nature of reductions, however, and the outlook is for a brisk selling this fall, with early buying advocated as a means of avoiding shortages when goods are asked for.

Soap Powder Higher; Shortening Lower

Montreal.

SOAP POWDER, SHORTENING.—Soap powder of Babbit's "1776" brand has advanced in price and is now quoted 30c higher at $5.95 per case.

Crisco line of shortening is on a reduced price basis, the decline amounting to 70c and the present selling price being $13.70.

Canadian Vinegars Advanced One Cent

Montreal.

VINEGARS.—Canadian make of vinegars are up. The advance is one cent per gallon and the following prices are being quoted to the retail trade: For 118 grs., per gallon, 27c; 100 grs., 23c; 88 grs., 21c; and 70 grs., 17c.

Baked Beans Higher; Lantern Globes Up

Montreal.

BEANS, LANTERN GLOBES.—Two sizes of Clark's pork and beans, baked, are marked up ten cents a case. The individual sizes are now priced at 95c per doz. and the 10c size, $1.10.

Lantern globes are quoted up by one jobber 20c per doz., the present basis for C.B. and the ordinary styles being $1 per doz.

Flaxseed is Less, But Soap Higher

Montreal.

FLAXSEED, SOAP.—A decline of 5c per lb. is made in the price of flaxseed of the medicinal grade. The present prices are 12-14c per lb.

Palmolive soap is now quoted at 10c per doz. higher, the present price per dozen being $1.45.

Raw Sugars Received; One Advance Made

Montreal.

SUGAR.—Supplies of raw sugar are arriving this week and the situation is much improved, in a prospective way. This means, in a nutshell, that there will be an improvement in the delivery of sugar as soon as the refiners can melt the new raws. Two local refineries are already melting and expect to be overtaking accumulated orders toward the end of the present week. One refinery, the St. Lawrence, has advanced its price for refined sugar to $11, and for No. 1 yellow to $10.60. There is a greater spread of differentials now on yellows. There is a strong undertone and prices are likely to rule firm.

Atlantic Sugar Company, extra granulated sugar, 100 lbs.		10 50
Acadia Sugar Refinery, extra granulated		10 50
St. Lawrence Sugar Refinery		11 00
Canada Sugar Refinery		10 40
Dominion Sugar Co., Ltd., crystal granulated		10 50
Icing, barrels		10 70
Icing, 25-lb. boxes		11 10
Icing, 50-lb. boxes		10 90
Do., 1-lb.		12 20
Yellow, No. 1	10 00	10 10
Yellow, No. 2 (Golden)	9 90	10 00
Yellow, No. 3	9 70	9 90
Yellow, No. 4		9 60
Powdered, barrels		10 60
Powdered, 50s		10 80
Powdered, 25s		11 08
Cubes and Dice (asst. tea), 100-lb. boxes.		11 10
Do., 50-lb. boxes		11 20
Do., 25-lb. boxes		11 30
Do., 2-lb. pack		11 50
Paris lumps, barrels		10 55
Paris lumps (100 lbs.)		10 65
Paris lumps ('0-lb. boxes)		10 75
Paris lumps (25-lb. boxes)		10 95
Paris lumps (cartons, 5-lb.)		11 70
Do. (cartons, 2-lb.)		12 45
Crystal diamonds, barrels		11 10
Crystal diamonds (boxes 100 lbs.)		11 20
Crystal diamonds (50-lb. boxes)		11 30
Crystal diamond (25-lb. boxes)		11 50
Demarar light, per lb.		0 10

Baking Powder Higher; Gross Candies Advance

Montreal.

BAKING POWDER, GROSS GOODS.—Prices are up on Kitchen Queen Brand of baking powder. The new prices are 25c higher for the 12 oz. at $2.50 per doz., and 20c higher per doz. for the 16 oz. size, which now sells at $2.70.

"Gross goods," that is, candy, etc., which sell at one cent each to the kiddies, are advanced in price 2½c per box to 57½c.

Canned Blueberries $2.25; Corn Pack to be Small

Montreal.

CANNED GOODS.—Blueberries in 2 lb. tins are reduced to $2.25 per doz. in one quarter. There is likely, one large factor thinks, to be a short pack of corn and the opening price will probably be around $1.85-$1.90 per doz. Tomatoes, 3's, will perhaps be about this figure, too. Canadian asparagus tips are available now at $4 per doz.

Montreal.

Canned Vegetables—		
Asparagus (Amer.) mammoth green, doz.	....	5 75
Asparagus, imported (2½s)	4 85	5 [illegible]
Asparagus tops (Canadian)	....	4 00
Beans, Golden Wax	1 95	2 00
Beans, Refugee	....	1 75
Beets, new sliced, 2-lb.	....	0 95
Corn (2s)	2 10	2 35
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 25	7 50
Spinach, 3s	....	2 85
Spinach, California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Tomatoes, 1s	0 95	1 00
Tomatoes, 2s	....	1 50
Tomatoes, 2½s	....	2 10
Tomatoes, 3s	....	2 15
Tomatoes, gallons	6 00	7 02½
Pumpkin, 2½'s (doz.)	....	1 10
Pumpkins, gallons (doz.)	....	3 25
Peas, Standards	1 85	1 90
Peas, early June	1 92½	1 97½
Peas, extra fine, 2s	....	3 00
Do., fancy, 20 oz.	....	1 67½
Potato Can. sweet, 2½-lb tins	....	....
Do., 2-lb. tins	....	2 75
Olives (in bls, 49 wine gals.), gal.	....	1 85
Canned Fruits—		
Apples, 2½s, doz.	1 40	1 65
Do., 3s, doz.	1 80	1 95
Do., gallons, doz.	....	5 25
Blueberries, 2s	2 25	2 40
Currants, black, 2s, doz.	....	4 65
Do., gallons, doz.	....	16 00
Cherries, red, pitted, heavy syrup, doz.	4 40	4 50
Cherries, white, pitted	4 40	4 50
Gooseberries, 2s, heavy syrup, doz.	....	4 65
Do., 2s (pails)	2 77½	2 80
Peaches, 20 oz., doz.	....	....
Do., No. 2	2 80	3 00
Do., 2½ (best)	3 75	4 00
Pears, 2s	2 50	2 90
Do., 2½s	....	3 25
Do., 2s (light syrup)	....	1 90
Pineapples (grated and sliced), 2s	....	3 60
Do., 2½s	....	4 50
Plums—Lombard	2 00	2 20
Gages, Green, 2s	....	2 45
Do. (light syrup, 2s	....	2 00
Raspberries, 2s, black or red, heavy syrup	....	4 65
Do., 2½s	....	....
Strawberry, 2s, heavy syrup	....	4 65
Canned Fish—		
Salmon—		
Chums, 1-lb. talls	....	2 15
Do., ½s, flat	....	1 12½
1 lb. talls, cases 4 doz., per doz.	4 50	4 80
Pinks, 1-lb. flat	....	2 25
Pinks, 1-lb. talls	2 60	2 75
Pale, ½-lb., doz.	....	1 87½
Pale, 1 lb., doz.	....	2 37½
Pinks, ½-lb., doz.	....	1 62½
Cohoes, 1-lb. talls	....	3 75
Cohoes, 1-lb. flats	....	2 25
Cohoes, ½ lbs., flat	....	1 75
Red Springs, 1-lb. talls	4 00	4 60
Red Springs, ½ lb.	....	2 45
White Springs (1s)	....	2 30
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	....	2 25
Labrador salmon, 1-lb. flat	....	3 60
Alaska, red, 1-lb. tall	....	4 50
Pilchards, 1-lb. talls	1 90	2 00
Whale Steak, 1-lb. flat	....	1 90
Herrings, kippers, dz. (4 dz. case)	....	2 25
Herrings (tomato sauce), doz.	2 25	2 50
Haddies (lunch) (½-lb.)	....	1 00
Haddies, chicken (4 doz. to case), doz.	2 25	2 35
Canadian sardines (case)	6 25	6 75
Norwegian sardines, per case of 100 (¼s)	....	25 00
Oysters (Canned)—		
5 oz., doz.	....	2 60
10 oz., doz.	....	4 20
Lobsters, ¼-lb. doz.	3 00	3 10
Do., ½-lb. tins, doz.	....	5 10
Do., 1-lb. talls	....	8 25
Do., ¾-lb., doz.	....	6 00
Do., 1-lb. flats	....	8 25
Lobster paste, ½-lb. tins	....	3 50
Sardines (Amer. Norweg'n style)	....	14 50
Sardines (gen. Norwegian)	....	25 00
Sardines—Canadian brands (as to quality), case	6 25	17 50
Sardines, French	....	32 00
Scallops, 1-lb., doz.	....	3 25
Do., Eastern trade	....	2 65
Do., Winnipeg and Western	....	2 85
Scotch Snack, No. 2, doz.	....	4 50
Shrimps, No. 1	2 25	2 50
Crabs, No. 1 (es 4 doz.)	....	6 75
Crab meat (Japanese), doz.	....	6 50
Clams (river) (1 lb.), doz.	....	1 90
Scotch Snack, No. 1, dz., Montreal	....	2 50

Beans Are Slow; Japanese at $5.00

Montreal.

BEANS AND PEAS.—There is very little sale for beans, but the Japanese variety is meeting with favor in some quarters and these are quoted at $5 per bushel. Supplies are considered adequate.

The outlook for peas is not encourag-

ing and there will be less probability of declines becoming manifest on this account.

Canadian, hand-picked, bush...	5 00	5 25
British Columbia	....	5 00
Brown Beans	3 50	4 00
Japanese	....	5 00
Yellow Eyes	....	5 50
Luna, per lb. (as to quality).	0 10	0 12
Kidney beans	6 00	6 50
Peas, white soup, per bushel....	3 25	3 50
Peas, split, new crop (98 lbs.)..	....	6 50
Peas (blue)	0 08	0 09

More Rice to be Had; Tapioca is Easier

Montreal.

RICE AND TAPIOCA.—One big jobber here reports the receipt of more "B" and "CC" rice. These are being quoted at $12.75 and $12.50 per 100 lbs., respectively. The movement of rice is fair even at the high prices now prevailing.

Tapioca has been ruling easier the past week and is quoted down in one quarter to 13-15c per lb. Brown sago is quoted at 15-16c per lb.

Carolina	....	17 00
Honduras	....	18 00
Siam No. 2	....	13 00
Siam (fancy)	....	12 00
Rangoon "B"	....	12 75
Rangoon CC	....	12 50
Mandarin	....	13 75
Pakling	....	13 00
Patna	0 14	0 15½
Japan	....	0 16
Broken rice, fine	7 00	7 50
Do., coarse	....	8 50
Tapioca, per lb. (seed)	0 13	0 15
Tapioca (pearl)	0 13	0 15
Tapioca (flake)	0 12½	0 13
Sago (brown)	0 15	0 16

Note.—The rice market is subject to frequent change and the price basis is quite nominal.

Nut Markets Firm Without Change

Montreal

NUTS.—The markets are decidedly firm and there is a fair domestic demand, seasonably speaking. It would now appear that this fall's prices on the line will rule high. At the moment, some varieties are hard to procure.

Almonds, per lb.	....	0 28
Almonds (shelled)	0 57	0 60
Almonds (Jordan)	....	0 70
Brazil nuts (new)	0 28	0 33
Brazil nuts (medium)	0 15	0 17
Filberts (Sicily), per lb.	0 29	0 31
Filberts, Barcelona	0 26½	0 30
Hickory nuts (large and small), lb.	0 10	0 15
Pecans (new Jumbo), per lb....	0 32	0 35
Peanuts—		
Jumbo	0 20	0 23
Fancy	0 16	0 17
Extras	0 12	0 14
Shelled, No. 1, Spanish	0 25	0 26
Salted Spanish, per lb.	0 29	0 30
Shelled, No. 1 Virginia	0 16½	0 18
Do., No. 2	....	0 14
Peanuts (salted)—		
Fancy wholes, per lb.	....	0 38
Fancy splits, per lb.	....	0 33
Pecans (new Jumbo), per lb....	0 32	0 35
Pecans, large, No. 2, polished...	0 32	0 35
Pecans, New Orleans, No. 2....	0 21	0 24
Pecans, "paper shell," extra large Jumbo	....	0 60
Walnuts (Grenoble)	0 29	0 35
Walnuts (new Naples)	0 23	0 25
Walnuts (shelled)	....	0 90
Walnuts (Spanish)	0 30	0 33

Note—Jobbers sometimes make an added charge to above prices for broken lots.

New Package Raisins; Apples May be Less

Montreal.

DRIED FRUITS.—There has been a marked improvement in the enquiry for export prunes, etc. Whether large business will develop is not clear at this time, but this may be brought about. Apples of the evaporated sort have weakened in the United States market and with the advance of the season there may be declines here before long. A fair demand continues.

Apricots, slabs	....	0 25
Apples (evaporated)	....	0 22
Peaches (fancy)	....	0 27
Faced	0 19	0 20
Choice	0 20	0 24
Extra choice	0 21	0 24
12 oz., per pkge.	0 16	0 18
Pears	....	0 25
Drained Peels (old)—		
Citron	....	0 45
Lemon	....	0 36
New—Lemon	0 41	0 42
Orange	0 43	0 44
Citron	0 59	0 60
Raisins—		
Bulk, 25-lb. boxes, lb.	0 18	0 23
Muscatels, 2 crown	....	0 16
Do., 3 crown	....	0 18
Cal. seedless, cartons, 16 oz....	....	0 23
Choice seeded, 12 oz.	....	0 14
Fancy seeded, 16 oz. pkgs	....	0 14
15 oz.	....	0 16
11 oz.	....	0 13½
Choice seeded, 15 oz.	....	0 13
Seedless, 15 oz. pkg.	....	0 23
Currants, old pack, 15 oz.	0 24	0 27
Currants (Amarites), loose	....	0 27½
Dates, Excelsior, per case (36-10s)	....	6 25
Packages only	0 19	0 20
Do., Dromedary (36-10 oz.)	....	7 25
Packages only, Excelsior	....	0 20
Do., Dromedary	....	0 22
Figs (layer), 10-lb. boxes	2 60	3 00
Figs, white (70 4-oz. boxes)	....	5 40
Do. (28 8-oz. boxes)	....	3 50
Do. (12 10-oz. boxes)	....	2 20
Figs, Spanish (cooking), 22-lb. boxes	....	0 14
Prunes (25-lb. boxes)—		
30-40s	....	0 32
60-70s	....	0 25
70-80s (25-lb. box)	....	0 22
80-90s	....	0 19
90-100s	0 15	0 17
100-120s	....	0 14
Peels—		
Orange	....	0 37
Cut mixed (1-lb. cartons), doz.	4 10	4 80
In 36 lb, case	....	12 75
Cut, 10-lb. boxes (lb.)	....	0 48

Corn Syrups Easier; Molasses Arriving

Montreal.

SYRUPS, MOLASSES.—The market undertone for corn syrups is somewhat easier and it is possible, though not definitely defined, that some revision downward may be made ere long. The demand has kept up wonderfully well and refiners have been receiving many orders.

New crop molasses has been coming to hand this week and the undertone is very firm, one jobber stating that as much as 90c, wholesale, was being asked for fancy grades.

Corn Syrups—		
Barrels, about 700 lbs., per lb.	....	0 08¼
Half bbls.	....	0 08½
Kegs	....	0 08¾
2-lb. tins, 2 doz. in case, case	....	5 45
5-lb. tins, 1 doz. in case, case	....	6 05
10-lb. tins, ½ doz. in case, case	....	5 75
20-lb. tins, ¼ doz. in case, case	....	5 70
2-gal. 25-lb. pails, each	....	2 60
3-gal. 38½-lb. pails, each	....	3 85
5-gal. 65-lb. pails, each	....	6 25
White Corn Syrup—		
2-lb. tins, 3 doz. in case, case	....	5 95
5-lb. tins, 1 doz. in case, case	....	6 55
10-lb. tins, ½ doz. in case, case	....	6 25
20-lb. tins, ¼ doz. in case, case	....	6 20
Cane Syrup (Crystal) Diamond—		
2-lb. tins, 2 doz. in case, per cs.	....	7 50
Barrels, per 100 lbs.	....	10 00
Half barrels, per 100 lbs.	....	10 25
Glucose, 5-lb. cans (case)	....	4 80

	Prices for Island	of Montreal
Barbadoes Molasses—		
Puncheons	0 98	1 03
Barrels	1 01	1 06
Half barrels	1 03	1 08
Antigua Molasses—		
Puncheons	....	0 95
Barrels	....	0 98
½ barrels	....	1 00

Note—Prices on molasses to outside points average about 3c per gallon less.

Honey Sells For Less; May be Lower Still

Montreal.

HONEY.—There is quite a lot of old crop honey still available and the prices have been marked down. Apiarists still hold out for very high prices on new honey, but it is felt that there will be a lower basis in view of the fact that export demand is much less than it was a year ago.

There is a seasonable but limited demand for maple products.

Maple Syrup—		
13½-lb. tins (each) (nominal)	2 50	2 60
10-lb. cans, 6 in case, per case	15 10	20 15
5-lb. cans, 12 in case, per case	17 10	21 05
2½-lb. cans, 24 in case, per case	18 50	21 30
Maple Sugar (nominal), small lots	0 27	0 32
Honey, Clover—		
Comb (fancy)	....	0 30
Comb (No. 1)	....	0 26
In tins, 60 lbs., per lb.	....	0 24
30-lb. pails	....	0 25
10-lb. pails	....	0 25
5-lb. pails	....	0 25
Buckwheat, 6-lb. tins, lb.	....	0 18

Coffee is Holding; Unsettled Outside

Montreal.

COFFEE, COCOA.—Sales of coffee have been large right along and this has been a remarkably active season, roasters and importers state. The basis has held here without change, but there is a somewhat easier feeling in the United States market.

Cocoa is not a big seller at present and the undertone is somewhat easier, if anything.

Coffee—		
Bogotas, lb	0 45	0 47
Maracaibo, lb.	0 42½	0 44
Jamaica, lb.	0 40	0 43
Mocha (types)	0 44	0 47
Mexican, lb.	0 44	0 46
Rio, lb.	0 37	0 39½
Santos, Bourbon, lb.	0 44	0 47
Santos, lb.	0 43	0 45
Cocoa—		
In 1-lbs., per doz.	....	5 25
In ½-lbs., per doz.	....	2 75
In ¼-lbs., per doz.	....	1 45
In small size, per doz.	....	1 10

Tea Movement is An Active One

Montreal.

TEA.—A brisk sale for various teas is reported and in some quarters there has been a heavier demand for the medium-priced and lower grades. Prices are still tending to advance. The new crop teas coming to hand are said to be excellent in their "cup" quality.

Pekoe, Souchongs, per lb.	0 45	0 47
Pekoes, per lb.	0 49	0 52
Orange Pekoes	0 56	0 60
Japan Teas—		
Choice (to medium)	0 65	0 75
Early picking	0 65	0 70
Javas—		
Pekoes	0 39	0 41
Orange Pekoes	0 44	0 47
Broken Orange Pekoes	0 40	0 43

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Carraway Seed is Reduced in Price

Montreal.

SPICES.—In a general way the spice markets are firm and steady with a good

demand for most lines prevailing. The one change of the week is that for carraway seed and this has slumped greatly to 30-40c per lb. The reason given for this is the arrival of new crop.

Allspice	0 20	0 22
Cassia (pure)	0 32	0 35
Cinnamon—		
Rolls	....	0 55
Pure ground	0 35	0 40
Cloves	0 60	0 70
Cream of tartar (French pure)	0 85	0 90
American high test	0 80	0 85
Ginger	0 30	0 40
Ginger (Cochin or Jamaica)	....	0 35
Mace	0 80	1 00
Mixed spice	0 30	0 32
Nutmegs, whole	0 60	0 70
Do., ground	0 60	0 65
Pepper, black	0 38	0 40
Pepper, white	0 50	0 55
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 27
Paprika	0 65	0 70
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	1 00	1 10
Cardamon seed, per lb., bulk	....	2 00
Carraway (nominal)	0 30	0 40
Cinnnamon, China, lb.	....	0 30
Cinnamon, per lb.	....	0 35
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Shredded cocoanut, in pails	0 21	0 28
Pimento, whole	0 20	0 22

For spices packed in cartons add 4½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

Package Cereals Are in Active Demand

Montreal.

CEREALS.—An active sale obtains for package cereals, but as far as cornmeal and rolled oats are concerned the movement is less marked. Price tendencies are somewhat easier for corn products and oats are somewhat lower this week, but with no changes made in the price of milled product. Oat flakes are quoted at $5.60 per case.

Self-raising Flour—		
3-lb. pkgs., doz.	....	2 90
6-lb. pkgs., doz.	....	5 70
Cornmeal, Gold Dust	....	6 00
Golden	....	5 75
Barley, pearl	6 00	6 25
Barley, Pot, 98 lbs.	5 00	5 25
Barley (roasted)	....	7 50
Buckwheat flour, 98 lbs.	5 50	6 00
Hominy grits, 98 lbs.	6 00	6 50
Hominy, pearl, 98 lbs.	6 00	6 50
Graham flour	5 75	5 90
Oatmeal (standard-granulated and fine)	6 00	6 30
Oatmeal, fine cut, in pkgs., c/s	....	4 60
Peas, Canadian, boiling, bush.	4 00	5 50
Split peas (per 98 lbs)	6 00	6 50
Rolled oats, 90-lb. bags	5 25	5 50
Rolled oats (family pack.), case	....	5 60
Rolled oats (small size), case	....	2 00
Oat flakes (case 20 pkgs.)	....	5 60
Rolled wheat (100-lb. bbls.)	....	7 10
Porridge Wheat—		
Packages, 36 in case	....	6 00
Packages, 20 in case (family pack.)	....	5 80
Puffed wheat, c/s	....	4 25
Puffed Rice	....	5 25
Wheat Food, 18, 1½s	....	3 25
Tapioca flour, lb.	0 15	0 16

Winter Wheat Flours Have Been Advanced

Montreal.

FLOURS.—There is a fair sale for flour in this market and the outlying buyers are said to have but limited stocks. The one change of the week has been that of a higher basis for winter wheat flours and on which the price to the trade will probably be considered and fixed by the Government this week. New Western flour will be available ere long, it is expected.

Standard Wheat Flours—		
Straight or mixed cars, 50,000 lbs. on track, per bbl., in (2) jute bags, 98 lbs.	....	11 00
Per bbl., in (2) cotton bags, 98 lbs.	....	11 15
Small lots, per bbl. (2) jute bags, 98 lbs.	....	11 30
Winter wheat flour (bbl.)	....	10 75

Feeds Ruling High; Barley Crop Up

Montreal.

FEEDS—There has been a very heavy demand for feeds and the prices have been quite nominal in view of this. Supplies are quite inadequate to meet the needs promptly and some are understood to be paying high prices for their requirements. Barley chop is quoted up to $64 to $75 per ton.

FEEDS—		
Shorts—		
Mixed cars	....	55 00
Bran—		
Mixed cars	....	45 00
Crushed oats	60 00	68 00
Barley chop	64 00	75 00
Special, middlings	....	56 00
Feed flour (98 lb. sack)	....	3 75
Gluten Feed (22% Protein)—		
F.O.B. Cardinal	....	56 50
F.O.B. Fort William	....	55 00

Grains Are Down; Light Hay Demand

Montreal.

GRAINS AND HAY.—There has been an easier feeling for grains this week and prices are off one and a half to five cents for oats, and at this there is a very satisfactory demand. The condition of the hay market is rather unchanged, demand being for limited quantities to supply immediate needs. The farmers are said to be holding out for high prices.

Good, No. 1, per 2,000-lb. ton	....	25 00
Do., No. 2	....	23 00
Do., No. 3	22 00	21 00
Straw	....	11 00
Oats—		
No. 2 C.W. (34 lbs.)	....	1 01
No. 3 C. W.	....	0 99
Extra feed	....	0 97
No. 1 feed	....	0 97
No. 2 feed	....	0 98
Barley—		
No. 3 extra Ontario	....	1 57
No. 3	....	1 56

Note—These prices are at elevator and bags and bagging are not included.

Grapes, Plums and Melons Are Lower

Montreal.

FRUITS.—Prices have declined this week on plums, and Montreal melons are also down. Canteloupes are now selling at $1.25 per basket of one dozen. Grapes are more plentiful and are to be had at 50c per basket. Apples are to be had in greater variety.

Apples—		
Hampers	2 50	3 00
Barrels, No. 1	6 50	7 00
Duchess, No. 2	5 50	6 00
Alexander	....	....
Wealthy	....	....
Yellow Transparent Strawberry	4 50	5 00
Apricots, box	....	3 25
Bananas (as to grade), bunch	5 00	6 00
Blueberries, qt.	....	0 30
Do., (11 baskets)	....	3 75
Canteloupes, basket (12)	....	1 25
Grapefruit (fancy Porto Rico)	4 50	6 50
Grapes (box) (30 lbs.)	....	3 50
Grapes, basket	....	0 50
Lemons, Messina	6 00	7 00
Melons (Montreal), doz.	....	10 00
Pears, California (110 size)	4 50	4 75
Peaches, California (box)	1 75	2 00
Peaches (small basket)	....	0 50
Plums, crate	....	2 50
Oranges, Cal., Valencias	6 50	7 00
Do., 150	....	4 50
Do., 176	....	5 00
Do., 200-216	....	5 00

Potatoes Are Lower; Coarse Vegetables

Montreal.

VEGETABLES.—Lower prices are quoted this week for potatoes of new crop and Montreal variety are selling at $1.75 per bag, and in some instances they can be had for $1.50. There appears to be a large production in this province. Coarse vegetables, such as carrots, beets, turnips, etc., are also quoted down. The markets have been decidedly active and tomatoes have sold down to 40-50c per doz. A shipment of Spanish onions came to hand this week and these are offered at $7 per crate.

Beans, new string, Montreal, 20-lb. bag	....	1 25
Beets, new, bag (Montreal)	....	1 25
Cucumbers (Montreal), doz.	....	0 15
Chickory, doz.	....	0 75
Cauliflower (Montreal), doz.	1 50	2 00
Cabbage (Montreal), doz.	0 50	0 75
Carrots, bag	....	1 25
Celery, doz.	....	1 00
Corn (per bag, doz.)	0 15	0 20
Lettuce (curly), doz.	....	0 25
Lettuce (Montreal), head	....	0 50
Leeks	....	1 50
Mint	....	0 30
Mushrooms, lb.	....	1 25
Basket (about 3 lbs.)	....	3 50
Onions, Texas, hamper	....	4 00
Yellow, 95-lb. sack	....	7 00
Red, bag	....	3 00
Spanish, crate	....	7 00
Parsley (Canadian)	....	0 20
Potatoes, Montreal (90-lb. bag)	1 50	1 75
Radishes, doz.	....	0 25
Rhubarb, doz.	....	0 25
Spinach, box	....	0 75
Turnips, Quebec, bag	....	2 00
Do., Montreal	....	1 25
Do., new, doz.	....	0 40
Tomatoes (Montreal), 30-lb. box	....	0 50
Do., Rose	....	1 00
Do., hothouse, lb.	....	0 28

ONTARIO MARKETS

TORONTO, Sept. 12—The sugar situation is very acute at the present time, more so in fact than it has been since the scarcity was first felt. Supplies among wholesalers are practically nil. The St. Lawrence refinery has announced another advance of 50 cents per cwt., but they have no sugar to sell. Teas show steady advances in futures, but coffee futures are slightly easier. Rice is very strong and nuts show rapidly increasing values.

Sugar Situation is Still Very Acute

Toronto.

SUGAR.—There is no improvement in the sugar situation, and as far as the Toronto market is concerned, it is more acute. In fact, retailers are only able to secure very small quantities, the public in the past week experiencing some

difficulty in securing supplies. The St. Lawrence Company has announced another increase in quotations, this time amounting to 50 cents per cwt., making the price on the basis of Toronto delivery, $11.21. The other refineries continue quotations unchanged. Some wholesalers report yellow sugars almost as scarce as the granulated. Representatives of refineries here state that the situation ought to soon right itself, and that the possibility of 18 cent sugar, as has been predicted, is very remote.

St. Lawrence, extra granulated	11 21
Atlantic, extra granulated	10 71
Acadia Sugar Refinery, extra granulated	10 71
Can. Sugar Re'nery, extra granulated	10 61
Dom. Sugar Refinery, extra granulated	10 16

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis; 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies, 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2s, 55c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c, barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 70c. Yellows same as above.

Molasses and Corn Syrups Steady

Toronto.

MOLASSES, CORN SYRUPS.—There are no changes in quotations on molasses and corn syrups. The market for the same is steady and firm, with very little moving. The demand continues quiet, as it has been now for some weeks.

Corn Syrups—		
Barrels, about 700 lbs., yellow, per lb.	....	$0 08¼
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case	....	5 95
Cases, 5-lb. tins, white, 1 doz. in case	....	6 55
Cases, 10-lb. tins, white, ½ doz. in case	....	6 25
Cases, 2-lb. tins, yellow, 2 doz. in case	....	5 45
Cases, 5-lb. tins, yellow, 1 doz. in case	....	6 05
Cases, 10-lb. tins, yellow, ½ doz. in case	....	5 75
Cane Syrups—		
Barrels and half barrels, lb.	0 08	....
Half barrels, ¼c over bbls.; ¼ bbls., ½c over.		
Cases, 2-lb. tins, 2 doz. in case	....	7 00
Molasses—		
Fancy, Barbadoes, barrels	1 10	1 15
Choice Barbadoes, barrels	....	1 00
West India, bbls., gal.	....	0 44
West India, No. 10, kegs	....	6 50
West India, No. 5, kegs	....	3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	4 90
Tins, 3-lb. table grade, case 2 doz., Barbadoes	....	6 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	5 30
Tins, 10-lb., ½ doz. to case, Barbadoes	....	5 20
Tins, No. 2, baking grade, case 2 doz.	3 50	4 00
Tins, No. 3, baking grade, case of 2 doz.	4 70	6 50
Tins, No. 5, baking grade, case of 1 doz.	3 75	6 20
Tins, No. 10, baking grade, case of ½ doz.	3 60	6 00
West Indies, 1½s, 48s	4 60	6 95

Package Goods Sell at Firm Figures

Toronto.

PACKAGE GOODS.—All kinds of package goods are selling well at firm prices. There is a brisk demand for the same, particularly for the rolled oats and corn flakes. With the cooler weather prevailing again there is a better inquiry for rolled oats. There is a normal request for such package lines as corn starch and laundry starch.

PACKAGE GOODS		
Rolled Oats, 20s round, case	....	$5 60
Do., 20s square, case	5 10	5 60
Do., 36s, case	....	4 00
Do., 18s, case	....	2 00
Corn Flakes, 36s, case	4 00	4 25
Porridge Wheat, 36s, regular, case	....	6 00
Do., 20s, family, case	....	5 80
Cooker Package Peas, 36s, case	....	3 60
West Indies, 1½s, 48s	4 60	6 95
Cornstarch, No. 1, lb, cartons	0 11½	0 11¾
Do., No. 2, lb. cartons	....	0 10¼
Laundry starch	....	0 10
Laundry starch, in 1-lb. cartons	....	0 12
Do., Do., in 6-lb. tin canisters	....	0 13¼
Do., Do., in 6-lb. wood boxes	....	0 13¼
Potato Flour, in 1-lb. pkgs.	....	0 16
Fine oatmeal, 20s	....	5 60
Cornmeal, 24s	....	3 65
Farina, 24s	....	2 35
Barley, 24s	....	2 35
Wheat flakes, 24s	....	5 40
Wheat kernels, 24s	....	4 50
Self-rising pancake flour, 24s	....	3 30
Buckwheat flour, 24s	....	3 30

Canned Peas Sell at High Figures

Toronto.

CANNED GOODS.—Canned peas are such a small pack this year, that already quotations to the trade are five cents higher than the opening figures. The Standard peas are selling at from $2.02½ to $2.07½. Sweet wrinkles are selling at from $2.45 to $2.50, and are in very small supply. Canned salmon continues to sell freely, but canned lobster is very scarce, there being hardly any among Toronto dealers. Some wholesale houses have some half pound sizes, selling at $6 per dozen. Canned fruits and jams are selling at firm figures.

Salmon—		
Sockeye, 1s, doz.	....	4 75
Sockeye, ½s, doz.	....	2 95
Alaska reds, 1s, doz.	4 25	4 50
Do., ½s	....	3 00
Chums, 1-lb. talls	2 35	2 60
Do., 1/2s, doz.	1 35	1 45
Pinks, 1-lb. talls	2 35	2 60
Do., ½s, doz.	1 35	1 50
Cohoes, ½-lb. tins	2 00	2 10
Cohoes, 1-lb. tins	3 75	3 90
Red Springs, 1-lb. talls	3 75	4 25
White Springs, 1s, dozen	2 30	2 35
Lobsters, ½ lb., doz.	....	6 00
Do., ¼-lb. tins	....	....
Whale Steak, 1s flat doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	2 10
Canned Vegetables—		
Beets, 2is, dozen	....	1 95
Tomatoes, 2½s, doz.	....	2 25
Peas, standard, doz.	1 97½	2 02½
Peas, early June, doz.	2 12½	2 17½
Do., Sweet Wrinkle, doz.	2 40	2 45
Do., extra sifted, doz.	2 77½	2 82½
Beans, golden wax, doz.	....	....
Asparagus, tins, doz.	3 85	4 25
Asparagus butts, 2½s, doz.	....	2 50
Canadian corn	....	....
Corn, American, 2s, doz.	2 15	2 25
Pumpkins, 2½s, doz.	....	1 25
Spinach, 2s, doz.	....	1 90
Do., 2½s, doz.	2 52½	2 80
Do., 10s, doz	....	10 00
Pineapples, sliced, 2s, doz.	....	....
Do., shredded, 2s, doz.	....	....
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 52½
Do., standard, 10s, doz.	....	5 00
Apples, gal., doz.	....	....
Peaches, 2s, doz.	....	2 87½
Pears, 2s, doz.	2 35	2 87½
Plums, Lombard, 2s, doz.	....	2 40
Do., Green Gage	....	....
Cherries, pitted, H. S.	4 35	4 40
Raspberries, 2s, H.S.	4 65	4 75
Strawberries, 2s, H.S.	....	5 25
Blueberries, 2s	2 10	2 35
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Jams—		
Apricot, 4s, each	....	0 90
Black currants, 16 oz., doz.	....	4 50
Do., 4s, each	....	1 10
Gooseberry, 4s, each	....	0 84
Peach, 4s, each	....	0 88
Red currants, 16 oz., doz.	....	3 45
Raspberries, 16 oz., doz.	....	4 50
Do., 4s, each	....	1 10
Strawberries, 16 oz., doz.	....	4 50
Do., 4s, each	....	1 15

Dried Fruits Are in Small Supply

Toronto.

DRIED FRUITS.—The quantities of dried fruits on the market are extremely scarce. Wholesalers state that there are scarcely any seedless raisins on the market just now, and the seeded raisins are in short supply. Even at the sharp advances on the new crop, the trade is ordering freely, showing that they can sell them even at the abnormal figures. Seed raisins are selling at 18 and 18½ cents per pound. There are a few small sized prunes on the market, but apricots have all been cleaned up now for some time. There should be apricots available in a short time. Peaches, too, are off the market.

Apricots, unpitted	....	....
Do., fancy, 25s	....	....
Do., choice, 25s	....	....
Do., standard, 25s	....	....
Candied Peels, American		
Lemon	....	0 44
Orange	....	0 43
Citron	0 47	..
Currants—		
Grecian, per lb.	0 22	0 23
Australians, 3 Crown, lb.	0 22	0 23
Dates—		
Excelsior, pkgs., 3 doz. in case	....	6 50
Dromedary, 3 doz. in case	....	7 50
Figs—		
Taps, lb.	....	...
Malagas, lb.	....	....
Comadre figs, mats, lb.	....	....
Smyrna figs, in bags	0 18	0 19
Cal., 4 oz. pkgs., 70s, case	....	5 00
Cal., 8 oz., 20s, case	....	3 25
Cal., 10 oz., 12s, case	....	2 25
Prunes—		
30-40s, per lb.	....	....
40-50s, per lb.	....	....
50-60s, per lb.	....	....
60-70s, per lb.	....	0 26½
70-80s, per lb.	....	....
80-90s, per lb.	....	....
90-100s, per lb.	....	
100-120s, per lb.	....	0 15½
Peaches—		
Standard, 25-lb. box, peeled	....	....
Choice, 25-lb. box, peeled	....	....
Fancy, 25-lb. boxes	....	....
Practically peeled, 25-lb. boxes	....	....
Extra choice, 25-lb. box, peeled	....	....
Raisins—		
California bleached, lb.	....	....
Extra fancy, sulphur, blch., 25s	....	....
Seedless, 15-oz. packets	....	0 23
Seeded, fancy, 1-lb. packets	....	....
Seeded, 15-oz. packets	0 18	0 18½
Seedless, Thompson's, bulk	....	0 20
Seedless, 16-oz. packets	....	0 20
Crown Muscatels, 25s	0 15¾	0 17

Cereals Are Holding Firm

Toronto.

CEREALS.—The market for cereals in bulk is very strong, with no changes reported in prices this week. Indications in the markets for the raw products, point to high levels prevailing for some time to come. The new crop of barley is a short one, and oats is not as heavy as usual. Barley, both pearl and pot kinds, are very firm. Roll oats and cornmeal too, are very strong.

	Single Bag Lots F.o.b. Toronto	
Barley, pearl, 98s	5 50	6 00
Barley, pot, 98s	4 25	4 50
Barley Flour, 98s	....	4 50
Buckwheat Flour, 98s	7 25	8 00
Cornmeal, Golden, 98s	5 75	6 50
Do., fancy yellow, 98s	5 75	6 50
Hominy grits, 98s	....	5 25
Hominy, pearl, 98s	5 00	5 25
Oatmeal, 98s	....	6 25
Oat Flour	....	4 50
Rolled oats, 90s	....	5 75
Rolled Wheat, 100-lb. bbl.	6 50	7 00
Breakfast Food No. 1	....	6 15

Do. No. 2	....	6 15
Rice flour, 100 lbs.	....	10 00
Linseed meal, 98s	....	6 75
Peas, split, 98s	....	6 50
Blue peas, lb.	....	0 10

Steadily Advancing Market in Teas

Toronto.

TEAS.—Most of the Toronto distributors of teas have not changed their prices to the retail, but all report present stock on spot as being very low. The market in futures continues to show advances, and the situation at primary points is one rapidly progressing to higher levels. Consequently, when these new teas come on the market, spot quotations are bound to be higher. Just now stocks that have been held for some time, are finding their way to the trade, and these, dealers are able to dispose of at steady figures.

Ceylons and Indians—		
Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 56
Broken Pekoes	0 56	0 58
Broken Orange Pekoes	0 58	0 60
Javas—		
Broken Orange Pekoe	0 58	0 65
Broken Pekoes	0 40	0 45
Japans and Chinas—		
Early pickings, Japans	0 53	0 55
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

Easier Sentiment in Coffee Market

Toronto.

COFFEES.—While coffee quotations generally remain at strong figures, there is an easier sentiment in the market, on account of lower tendencies at primary points. Just how permanent this will be is hard to say, but as far as present spot prices are concerned, there is no change, on account of the fact that coffee now being sold was purchased at high figures. Stocks held by importers are not at all large, and there is a steady, active demand for it.

Java, Private Estate	0 55	0 57
Java, Old Government, lb.	0 52	0 57
Bogotas, lb.	0 52	0 57
Guatemala, lb.	0 48	0 52
Mexican, lb.	....	0 52
Maracaibo, lb.	0 47	0 50
Jamaica, lb.	0 47	0 49
Blue Mountain Jamaica	0 52	0 57
Mocha, Arabian, lb.	0 57	0 59
Rio, lb.	0 37	0 39
Santos, Bourbon, lb.	0 47	0 50
Ceylon, Plantation, lb.	....	
Chicory, lb.	0 30	0 32
Cocoa—		
Pure, lb.	....	0 31
Sweet, lb.	....	0 31

Brisk Inquiry For All Spices

Toronto.

SPICES.—With the pickling season at its height, there is an enormous demand for spices of all kinds, and prices for the most part are very firm, with no changes as compared with a week ago. Celery seed is inclined to be a bit scarce. It is selling at 75 cents per pound. Cloves are bringing from 70 to 75 cents per pound. Peppers are unchanged. All spices are in very active demand, and quotations are likely to remain high until the pickling season is over. French pure cream of tartar is selling at from 75 to 80 cents per pound. Supplies are still very limited.

Allspice	0 19	0 21
Cassia	0 33	0 40
Cinnamon	0 35	0 50
Cloves	0 70	0 75
Cayenne	0 33	0 37
Ginger	0 28	0 38
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 32	0 38
Pickling spices	0 22	0 30
Mace	0 90	1 10
Peppers, black	0 40	0 43
Peppers, white	0 50	0 53
Paprika, lb.	0 60	0 70
Nutmegs, selects, whole, 100s	0 45	0 50
Do., 80s	....	0 55
Do., 64s	0 60	0 65
Mustard seed, whole	0 40	0 45
Celery seed, whole	....	0 75
Coriander, whole	0 25	0 30
Carraway seed, whole	0 40	0 50
Tumeric, whole	0 25	0 27
Cream of Tartar—		
French, pure	....	0 80
American high test, bulk	0 75	0 80
2-oz. packages, doz.	....	1 75
4-oz. packages, doz.	....	3 25
8-oz. tins, doz.	....	6 75

Rice to Arrive; Will Sell High

Toronto.

RICES.—Some Carolina rice is expected on the market at an early date, and some wholesale dealers told CANADIAN GROCER that it would have to sell at 20 cents per pound, an unprecedented figure for rice. It is a fancy rice, and the price indicates the trend of the market. All prices are very strong. The best on the market, and some of the rice at present available is of very poor quality, is selling at from 15 to 17 cents per pound. Tapioca is as strong as ever, going to the trade at from 14½ to 15½ cents. Sago is from 14 to 15 cents.

Texas, fancy, per 100 lb.	17 50	18 00
Blue Rose, Texas, per 100 lbs.	....	18 00
Honduras, fancy, per 100 lbs.	....	....
Siam, fancy, per 100 lbs.	15 00	16 00
Siam, second, per 100 lbs.	13 50	14 50
Japans, fancy, per 100 lbs.	....	17 00
Do., seconds, per 100 lbs.	13 00	14 00
Chinese, XX., per 100 lbs.	....	....
Do., Siam	....	16 00
Do., Mujin, No. 1	....	16 00
Do., Pakling	....	14 00
White Sago	0 13¼	0 13¼
Tapioca, per lb.	0 14½	0 15½

Nuts Continue Upward Trend

Toronto.

NUTS.—As has been announced previously in CANADIAN GROCER, the likelihood of lower prices prevailing in nuts is very remote. The tendency is all towards higher levels, and each week sees new advances in the markets at primary points. All kinds of nuts are very strong. Shelled filberts are quoted to the trade at from 55 to 57 cents per pound. Spanish peanuts are selling to the retail at 22 cents, but it would cost 24 cents per pound to-day for Spanish peanuts laid down in Toronto. Chinese peanuts are also higher at 20 cents per pound to the trade. Unsweetened cocoanut is very strong, and has advanced another cent per pound this week to 37 cents. The sweetened kind is also very high at 43 cents per pound.

Almonds, Tarragonas, lb.	0 28	0 32
Butternuts, Canadian, lb.	....	0 08
Walnuts, California, lb.	0 40	0 42
Walnuts, Grenobles, lb.	0 34	0 35
Walnuts, Bordeaux, lb.	0 28	0 30
Filberts, lb.	0 23	0 24
Pecans, lb.	....	0 30
Cocoanuts, Jamaica, sack	....	10 00
Cocoanut, unsweetened, lb.	....	0 36
Do., sweetened, lb.	....	0 43
Peanuts, Jumbo, roasted	0 18	0 19
Brazil nuts, lb.	0 21	0 22
Shelled—		
Almonds, lb.	0 62	0 65
Filberts, lb.	0 50	0 55
Walnuts, lb.	0 88	0 90
Peanuts, Spanish, lb.	....	0 22
Do., Chinese, 30-32 to oz.	0 16	0 18
Brazil nuts, lb.	....	0 88

Honey Holders Want Higher Price

Toronto.

HONEY, MAPLE SYRUPS.—There is not a great deal of new honey being bought at the present time. Holders are refusing the bids of the dealers, who are trying to buy honey around 20 cents per pound. The price in the Old Country is much easier, and this fact may have something to do with influencing the prices here. Quotations to the trade are unchanged. Maple syrup is steady, and moving a little more freely.

Honey, Clover—		
5-lb. tins	....	0 24
2½s tins	....	0 25
10-lb. tins	....	0 24
60-lb. tins	....	0 24
Buckwheat, 50-lb. tins, lb.	....	0 18
Comb, No. 1, fancy, doz.	....	....
Do., No. 2, doz.	-	-
Maple Syrup—		
8½-lb. tins, 10 to case, case		**17 00**
Wine qt. tins, 24 to case, case		**16 00**
Wine ½ gal. tins, 12 to case, case		**15 00**
Wine 1 gal. tins, 6 to case, case		**14 00**
Imperial 5 gal. cans, 1 to case, case		**14 00**
Maple Sugar—		
50 1-lb. blocks to case, lb.	....	**0 29**

Beans Moving a Little Slowly

Toronto.

BEANS.—The market in beans is a little slow just now, but prices are very firm at unchanged figures. Indications point to a fairly heavy crop in beans this year.

Ontario, 1-lb. to 2-lb. pickers, bus.	....	**$5 00**
Do., hand-picked, bus.	5 50	**5 75**
Japanese Kotenashi, per bush.	....	**4 50**
Rangoons, per bushel	....	**3 00**
Limas, per lb.	....	**0 12½**

Can. Peaches Are at High Prices

Toronto.

FRUITS.—Canadian peaches are arriving very freely now, and are in active demand. The leno covered baskets are selling at from $1.40 to $1.65 in the large sizes, and at from 85 cents to $1 in the small baskets. The large flat baskets are from $1.25 to $1.50, and the small ones are from 85 cents to $1. Plums in large baskets are selling at from $1.25 to $1.50. Apples are very scarce, and in 11 quart baskets are bringing 60 cents, and in barrels from $6 to $8. Canadian grapes are from 45 to 60 cents a small basket. Large baskets of blueberries are from $2.50 to $2.75. Imported fruits are in demand, and pears and Colorado peaches are selling well.

Bananas, Port Limons	....	0 07½
Valencia Oranges—		
100s, 126s, 150s, 176s, 200s, 216s, 250s, 288s, 300s, 360s	5 75	6 75
Cal. Grapefruits, 70s, 80s	....	7 00
Lemons, Messina Verdellis, box	....	7 00
Blueberries, 11-qt. basket	2 50	2 75
Watermelons	....	1 00
Colorado peaches, boxes	....	2 00
Domestic peaches—		
Leno covered, 11 qt.	1 40	1 65
Do., 6 qt.	0 85	1 00
Flat covered, 11 qt.	1 25	1 50

Do., 6 qt.	0 75	0 80
Plums, 11 qts.	1 25	1 50
Do., 6 qts.	0 75	0 90
Apples, 11 qts.	....	0 60
Do., barrels	5 00	6 00
Cal. Apples, Gravensteins, box..	....	4 00
Cal. Bartlett Pears, box	4 00	4 75
Can. Pears, 11 qts.	0 75	0 90
Cal. Gravenstein Apples, box, all sizes	4 00	4 25
Grapes, Cal. Malaga, crate	3 25	3 50
Can. Grapes, 6 qts., lenos	....	0 60
Do., flats	....	0 45
Can. Cantelopes—		
Salmon flesh, 16 qts.	....	1 00
Sugar Sweets, 16 qts.	0 75	0 85

Ont. Potatoes Selling Easier

Toronto.

VEGETABLES. — Ontario potatoes are quoted a little easier this week, at from $2.50 to $2.65 per bag. Delawares are $3 per bag. Beets and carrots are selling at from $1.25 to $1.50 per bag. Canadian onions in 75 lb. bags are from $3.75 to $4. Peekaboo onions are $5.50 per 100 lbs. Spanish onions are $7.50 per crate. Tomatoes and cucumbers are very easy and are selling freely. Celery is from 50 to 60 cents per dozen. New shipments of gherkins have arrived and are selling at $3.25 per 11 quart baskets.

Beets, bag	1 25	1 50
Cabbage, hamper	1 50	2 00
Carrots, per bag	1 25	1 50
Can. Lettuce, doz.	0 50	0 75
Onions, Kentucky fine hard, 100-lb. sacks	5 00	5 50
Do., doz.	0 50	0 60
Can. Onions, 75-lb. sacks	3 75	4 00
Do., 100 lbs	....	5 00
Peekaboo Onions, 100 lbs.	....	5 50
Spanish Onions, large crates	....	7 50
Parsley, per basket	....	1 00
Peppers, green, doz.	....	0 75
Do., red	....	1 25
Celery, doz.	0 50	0 60
Wax Beans, Can., 11-qt. basket	....	0 60
Do., 6-qt. basket	....	0 35
Cucumbers, 11 qt. basket	0 35	0 40
Potatoes—		
Delawares, bag	....	3 00
Ontarios, 90-lb. bag	2 50	2 65
Ontarios, No. 2s	....	2 25
Turnips, bag	0 30	0 40
Marrows, basket	....	0 50
Tomatoes, 11-qt. basket	0 35	0 40
Can. Corn, doz.	....	0 20
Egg plant, 11-qt. basket	....	0 75
Gherkins, 11 qts.	0 75	1 25
Sweet Potatoes	....	3 25

Manitoba Flour Arriving Freely

Toronto

FLOUR.—The market in flour is strong, at unchanged quotations. The movement of new Manitoba flour is freer now, and the demand is being met almost entirely by the new flour.

Flour—		
Government standard, 74 per cent. extraction.		
Ontario winter wheat flour, in carload shipments, on track, in cotton bags	....	11 15
In jute bags	....	11 00

Heavy Inquiry For Millfeeds

Toronto.

MILLFEEDS.—Both bran and shorts are in heavy demand, but the difficulty is to secure sufficient supplies to fill it. Prices are high and very firm, and there is little likelihood of lower levels prevailing for some time to come.

	In carlots, track
Bran, per ton	55 25
Shorts, per ton	45 25

WINNIPEG MARKETS

WINNIPEG, Sept. 10—There has been a good deal of interest in the coffee market this week, sharp declines being registered, with others in prospect. Tea is firm, as are also many lines of fruit, owing to improved deliveries of sugar, but otherwise there is a fairly general tendency to easier prices.

Advance Expected in Paper Bags and Brooms

Winnipeg.

PAPER BAGS AND BROOMS.—Advances are looked for in the very near future on both manila paper and manila paper bags.

A keen demand for broom corn is reported and higher prices are being paid. Prices here are unchanged, but in view of the present situation regarding the corn crop in general, it is looked upon by some that brooms are due for an advance almost immediately.

Coffee Market Sags Badly

Winnipeg.

COFFEE.—Coffee market is sagging fast. Rio has dropped from the high point of 26c per pound to the low point of 19c.

Santos is being quoted at 30¼c per pound on New York market.

Speculators are unloading very rapidly, but are not purchasing to replenish their supplies. It is thought that Rio may go even lower, as there has been nothing to justify the high price it has been fetching at.

been fetching.

Santos may stiffen a little, as there is nothing to warrant a decline in this.

Sharp Advances Expected on Confectionery

Winnipeg.

CONFECTIONERY.—Sharp advances are looked for. Local manufacturers say they cannot continue to operate much longer at the present prices. Eastern manufacturers have advanced their prices from three to four cents a pound.

Tea Continues Very Firm

Winnipeg.

TEA.—Tea market reports are very strong. Ceylon shows an advance of three cents per pound. The finer teas have advanced from three to five cents per pound on the Columbia market.

Sago and Tapioca in Better Supply

Winnipeg.

SAGO AND TAPIOCA.—While the price remains unchanged, there is considerable more being offered to the trade.

May Advance Jam Prices

Winnipeg.

JAM.—One of the largest jam manufacturers has notified jobbers here to withdraw all prices on jams. This bears out our statement in a recent issue that prices would advance over the opening prices.

Canned Milk May Advance

Winnipeg.

CANNED MILK—Prices are expected to advance any time on canned milk. U S. manufacturers advanced their price $1 per case recently.

California Fruit Pack Will be Late

Winnipeg.

CALIFORNIA FRUIT.—There has been no California fruit reach this market yet. The Government has not definitely decided re the new regulation regarding labels.

This will necessarily make deliveries unusually late.

The pack is reported to be below that of the past few years.

Better Sugar Supplies Increase Fruit Sales

Winnipeg.

FRUIT.—Fruit prices remain the same. Prices, if anything, are a trifle firmer. A heavier demand is reported this week on account of a more plentiful supply of sugar.

Supplies are good. Jobbers report that they are receiving sufficient to meet their demands.

WAYS AND WAYS OF ADVERTISING

Thus does the Fon L. Johnson Brokerage Co., Joplin, Mo., encourage the sale of beans:

"We sat in the market place and called to you to buy beans. Did you do it? If you did, it is well; if you did not, it isn't too late yet. But it would be criminal negligence to delay any longer.

"We look for the buying movement to become general this week and next Shut your eyes and buy beans; you won't go wrong.

"The world's greatest car shortage is coming this fall."

"Thrice armed is he who hath his quarrel just."

"And four times he who gets his lick in fust."

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., September 9.—An advance on flour was recorded last week, but in the meantime has been cancelled. Sago and tapioca are from 13 to 15 cents. Barley, pork and beans, snap tobaccos and cigars are slightly higher this week. Bacon and hams have dropped ½ cent to 2 cents per pound. Lard, threes, are $21.30. Sugar has advanced 45 cents. The new pack of B. C. tomatoes, 2½s, are quoted in some quarters at $4.80. Strawberries, 2s, are from $9 to $9.85. Raspberries, 2s, are from $9.50 to $9.85. Cherries, red, pitted, are from $9 to $9.50. New prunes will arrive in two weeks. The price for 90-100c will be 21½ cents, 70-80s 22¾ cents, and 50-60s at 23¾ cents.

Beans, Limas	0 12	0 15
Beans, B.C.	7 00	7 50
Flour, 96s, per bbl.	....	10 70
Rolled oats, 80s	....	4 50
Rice, Siam,	....	0 16
Japan, No. 1	17 00	18 00
Tapioca, lb.	0 13	0 15
Sago, lb.	0 13	0 15
Sugar, pure cane, granulated, cwt	....	11 97
Cheese, No. 1, Ontario, large	0 30	0 31
Butter, creamery, lb.	0 55	0 59
Do., dairy, lb.	0 40	0 42
Lard, pure, 3s, per case	21 00	30 00
Eggs, new-laid, local	16 50	17 00
Tomatoes, 2½s, standard, case	....	4 80
Corn, 2s, case	4 80	5 00
Peas, 2s, standard case	4 40	4 60
Strawberries, 2s, Ontario, case	9 00	9 85
Raspberries, 2s, Ontario, case	9 50	9 85
Cherries, 2s, red, pitted	9 00	9 50
Apples, evaporated	0 24	0 25
Do., 25s, lb.	....	0 23
Apricots, evaporated, 25s	....	0 40
Peaches, evaporated, lb.	....	0 30
Prunes, 90-100s	....	0 21½
Do., 70-80s	....	0 22¾
Do., 50-60s	....	0 23¾
Salmon, pink tall, case	....	10 25
Salmon, Sockeye, tall, case	....	....
Do., halves	18 00	19 00
Potatoes, per ton	....	40 00
Oranges	....	7 25
Lemons	9 00	10 00
Grapefruit	....	7 50
Canteloupes, crate	....	6 00
B.C. Raspberries	4 75	5 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., September 9.—The market saw few changes this week. Business is good. Collections are well up to the average. The sugar situation is still unsettled. Supplies are not very plentiful. Prices are unchanged. Dairy butter shows slight advance at 50 cents. Fresh eggs are quoted at from 60 to 65 cents; case eggs are 57 cents. Fall arrivals of peas are reported. Standard peas are quoted at from $4.20 to $4.30. Advices state evaporated apples will be higher. No stocks are reported yet. Rolled oats are easier at $12.

Flour, No. 1 patents, bbls., Man.	....	$12 50
Cornmeal, gran., bags	6 25	6 35
Cornmeal, ordinary, bags	4 50	4 75
Rolled oats	....	12 00
Rice, Siam, per 100 lbs.	13 75	14 00
Molasses	0 88	0 89
Sugar—		
Standard, granulated	....	10 60
No. 1, yellow	....	10 10
Cheese, New Brunswick	0 28	0 28½
Cheese, Ont., twins	0 30	0 31
Eggs, fresh, doz.	0 60	0 65
Eggs, case	....	0 57
Breakfast bacon	0 46	0 48
Butter, creamery, per lb.	....	0 55
Butter, dairy, per lb.	....	0 50
Butter, tub	....	0 43
Lard, pure, lb.	0 40½	0 41
Lard, compound	0 33	0 34
American clear pork	68 00	75 00
Beef, corned, 1s	4 55	4 90
Tomatoes, 2½s, standard case	....	4 90
Raspberries, 2s, Ont., case	....	....
Peaches, 2s standard, case	....	....
Corn, 2s, standard case	....	4 70
Peas, standard case	4 20	4 30
Apples, gal., N.B., doz.	....	5 00
Strawberries, 2s, Ont., case	....	....
Salmon, Red, spring, cases	....	....
Pinks	11 00	11 50
Cohoes	14 50	15 00
Chums	....	8 50
Evaporated apples, per lb.	....	....
Peaches, per lb.	....	....
Potatoes—		
Natives, per bbl.	3 00	3 50
Onions, American, cwt.	....	6 00
Potatoes, barrel	....	6 00
Lemons, Cal.	8 00	8 50
Pears, Cal., box	5 50	6 00
Plums, Cal., crate	3 00	4 50
Oranges, Cal., case	7 50	8 00
Grapefruit, Cal., case	12 00	14 00
Apples, Cal., Gravensteins	....	4 50
Peaches, Cal., box	....	2 50
Bananas, per lb.	0 09	0 10

MERCHANDISING INVESTIGATOR GIVES INTERESTING FINDINGS

Paul Findlay of the California Fruit Growers' Exchange Speaks of 16,000 Mile Tour of Investigation

LOS ANGELES, CAL.—Ending a 16,000 mile trip on which in the interest of better fruit retailing, he visited 65 cities and towns in 24 states, and addressed 28 meetings of grocerymen and fruit dealers, Paul Findlay, retail merchandiser of the California Fruit Growers' Exchange, has just returned to Los Angeles.

Beginning at Los Angeles January 5, Findlay, who is well known to the retail trade as a former successful grocer in Madison, Wisconsin, and a writer on retail merchandising, travelled into all the great food marketing centres of the northern half of the United States with a short detour into Canada, in search of the newest, most effective ideas and methods whereby the retail sale of fruits may be increased, at the same time carefully working out the fundamental principles which underlie the most efficient retailing of fruits.

A Gross Margin of 25 Per Cent.

One immediate merchandising result is that he is now able to show, by logical computations, the immense potency of rapid turnover on the moderate gross margin of 25%. The retailer who operates on this plan, with a character of efficiency readily attainable, is able to make almost 350% on his capital investment each year; yet on this basis he gives back to the consumer 95 cents in merchandise and tangible, costly service for every dollar he gets.

The educational work among retail merchants, which is being carried on by the California Fruit Growers' Exchange, through Mr. Findlay, is intended to give the retailer a more intelligent interest in oranges and lemons, and help him increase his sales; and it is felt that the most effective way to do this is to show the retailer that the true way to make profit for himself is to make weekly clean-ups each on such equitable margin as will speed his sales.

"The retail merchant is not only mighty necessary, he is the indispensable last link in the chain of distribution," said Mr. Findlay on his return, "but the average retailer does not devote enough time to the study of his fruit business.

"Few merchants realize the importance of displays. I don't mean fancy displays, which are the least effective sales-promoters, but generous, mass displays—those which are easiest to make. A big pile of bright oranges is a much better salesman than a more fancy display of less quantity of fruit.

Following the Market Price of Fruit Closely

"The price question is very important. Most grocers try to fix regular or set prices on their fruits as they do on breakfast foods—package foods on which the price seldom changes. This can not be done. The retailer must watch conditions and take advantage of market changes, also follow such changes promptly in his retail markings. Prices should be fixed on a definite margin and set at such odd cents as may be arrived at thereby. Only thus can consumer interest be kept alive. Only thus can the desirable weekly turnover be reached and maintained."

"I can say," Mr. Findlay continued, "that the grocers with whom I talked and the meetings I addressed, manifested much interest in the fruit department after they realized what they could make of it. The opinion prevails very

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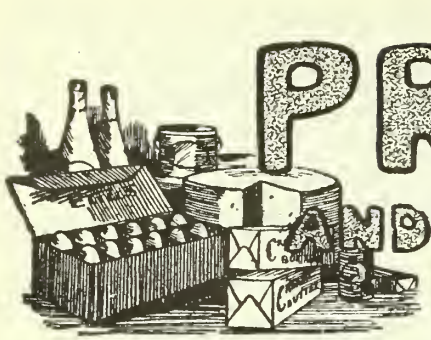


PRODUCE AND PROVISIONS

Downward Trend in Meat Prices

Sharp Declines in Quotations in Live Hogs Are Being Maintained—Beef is Gradually Working Lower—Pork Products Weaken Considerably

FOR some weeks past the tendency in all meats is towards lower levels. The downward trend has been persistent now for some time, and in the case of live hogs the declines have been sharp, and according to those seemingly in a position to know, the end is not yet. Some are predicting $16 hogs for October. Beef has been showing easier tendencies for the past three months, and the high levels that prevailed are no longer the feature of the markets. The agitation in the United States to bring down the high cost of living is having its effect, both in the country to the south, and also in Canada. The past week saw declines in fresh meats, also in hams and bacon. Pork products are also weaker. The absence of an export demand for them has affected the market, and plays a big part in the declines in pork lines. The British Government is no longer permitting individual firms to purchase in Canada, but, as was the case before the armistice, the British Purchasing Commission will look after all the buying. This commission has not yet commenced to operate, and it is while matters are being adjusted over there that there is a lull in the Canadian market. Packers state that of course this is only temporary, and for the time being releases greater quantities of food products for the home trade. Fresh pork cuts are from two to three cents cheaper in the past week, and hams and bacon also show marked declines in some instances amounting to even more than on fresh pork. Lard and shortening are also down, some packers quoting the former at 34 cents per pound, fully three cents lower than the week before.

There has been no export of beef now for some time past, and the result has been a steadily declining market. The amount of choice beef coming forward to the Canadian markets is not heavy, but medium stuff is in good supply. Quotations on beef are several cents lower as compared with a month ago. Spring lamb is also very much lower.

Speaking of the general condition of the livestock market and of the outlook, Armour & Co., of Chicago say:

"Hogs have shown a further decline and the high cost of living propaganda is still a potent factor in making for lower prices temporarily on provisions, which are wholly unwarranted upon the basis of manufacturing costs. The provisions now on the market were cut from higher priced hogs several months ago, and have been in the process of curing in the meantime. Under such conditions trade is naturally more restricted than would otherwise be the case, but is showing more confidence in the past few days. The demand for fresh pork cuts has been good, with a very light supply.

"The beef trade has shown some improvement, and indications point to better conditions. The supply of medium beef is abundant, but choice grades are in light supply, as is usual at this time of the year."

Lower Fish Prices Should Induce Sales

Tendencies Are Downward on Fish, But Extent of Reduction Dependent Upon Production—Less Frozen Fish to be Exported—Much Benefit Will Come From Education of One's Patrons

THAT there should and will be lower prices on fish during the coming fall season is the opinion of J. A. Paulhus, proprietor D. Hatton Co., Montreal. Tendencies of late have been downward, and this is one of the reasons pointing to lower prices, but whether the prices will continue to decline must be based upon other factors more definite.

It will be recalled that during the war, and particularly in the season of 1917-18, much fish was shipped abroad. In fact the trade that had developed in this way was very large. One of the reasons for this was the failure of the European countries to conduct their fishing operations on the same extensive scale as before the war, many of the fishermen being engaged in war making instead. Now that the war is past, the production of fish there will again increase, and Canada must look to a greater consumption at home.

A Greater Production

Indications are that production will be large this year, according to Mr. Paulhus. Already there have been good catches in various production centres and while it is impossible to forecast what these will be, definitely, prospects are favorable. It will also apply that the heavier shipments that went overseas last year will be diverted to this market and this will tend to make fish more plentiful, thereby causing the prices to decline. One of the present causes for high prices on salmon, halibut, etc, is that of the small production of these grades of fish. There is really not nearly enough to go around.

From the Pacific and Atlantic Coasts shipments have, to date, been quite large. Storms have, from time to time interfered, but on the whole the production is good and lake catches have been favorably large, too.

These Are Helps

Mr. Paulhus has been a member of the Canadian Fisheries Association for some time and this body, he points out, has been instrumental in bringing about better and speedier transportation. With the distribution of fish this is vital. It is imperative, if the dealer is to become an enthusiast, that he have fish whisked away to his door regularly and speedily. This is now being done and the service, it is believed, will be still improved.

If the grocer can secure supplies of fish several times a week with a minimum loss of time between the catching and the ultimate delivery, he can buckle in to make his fish department a success. Not only so, but with larger supplies of the moderate-priced fish such as halibut, codfish, mackerel and herrings (and all of which are now plentiful) he may go about his advertising energetically and make a success of his fish department. It is not too early to begin.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Sept. 9—Changes of price have been made this week for butter, the quotations being one cent higher for creamery. Receipts have been lighter. Live and dressed hogs are lower and the market is much softer, with receipts of good stock much less than a week ago. Barrelled pork and various grades of bacon are also lower. Roast meats are down as are also ox tongue. Lard markets are also revised downward, while shortening is selling on a reduced basis. Margarine demand is stated as limited and prices are revised downward. Eggs are firm at an advance of from 2-3c per doz. Cheese is firmer and one or two grades are quoted higher. Buying prices are somewhat down for live broilers and slightly up for old fowl. The fish markets are fairly active.

Farmers Hold Hogs; Price Down to $19.50

Montreal.

FRESH MEATS.—The weakness in hog markets has continued and there is a tendency on the part of producers to curtail shipments with the lower prices prevailing. Arrivals on Monday of this week were very light. The receipts were bought at $19.50 to $20 per 100 pounds, and lower prices still may become effective. The receipts of good steers have been satisfactory and the prices paid for choice grades are from $13 to $13.50 per cwt., for whole carcasses. Selling prices, dressed, are averaging $21 per cwt. for the whole carcass.

Hogs, live	19 50	20 00
Hogs, dressed—		
Abattoir killed, small (heads off), 65-90 lbs.	29 50	30 00
Sows (heavy)	22 50	23 00
Fresh Pork—		
Leg of Pork (trimmed) (foot on)	0 33	0 40
Loins (trimmed)	....	0 43
Loins (untrimmed)	....	0 40
Spare ribs	0 25	0 26
Trimmed shoulders	0 29	0 32
Fresh Beef—		
(Cows)	(Steers)	
$0 20 $0 22 ..Hind quarters..	$0 25	$0 26
.... 0 12 ..Front quarters..	0 14	0 15
.... 0 27 ..... Loins	....	0 34
.... 0 23 ..... Ribs	....	0 25
.... 0 12 .... Chucks	....	0 14
.... 0 18 ..... Hips	....	0 22
Calves (as per grade)	0 22	0 25
Lambs, 25-40 lbs. (whole carcass), lb.	0 20	0 25
No. 1 Mutton (whole carcass), lb.	....	0 20

As Pork Declines; Smoked Meat Easier

Montreal.

SMOKED MEATS.—Following the softness in the undertone for pork, both live and dressed, smoked meat prices are easing and are less for dry salt meats, barrelled pork and various grades of bacon. Short cut clear plate pork is quoted at $63 per bbl. for 30 to 40 pieces and plate beef at $39. There is a fair movement.

Hams—		
Medium, smoked, per lb.—		
(Weights), 12-14 lbs.	....	0 46
14-20 lbs.	....	0 44
25-35 lbs.	....	0 39
20-25 lbs.	....	0 40
Over 35 lbs.	....	0 37
Backs—		
Plain (as to trimming)	0 51	0 56
Breakfast, per lb. (as to qual.)	0 49	0 56
Rolls, per lb.	....	0 38
Dry Salt Meats—		
Long clear bacon	0 32	0 34
Barrel Pork—		
Canadian short cut (bbl.) 30-40 pieces	....	64 00
Clear fat backs (bbl.) (40-50 pieces	....	68 00
Heavy mess pork (bbl.)	....	54 00
Short Cut Clear Plate Pork (pieces) 30-40	....	63 00
Plate Beef	....	39 00

Ox Tongue Less; Roast Meats Easier

Montreal.

COOKED MEATS.—While there has been a seasonably active sale for cooked meats the tendency is easier. Cooked and roast hams are selling at 54c and 55c per pound, respectively. Choice jellied ox tongue is also quoted less at 65c per pound. These constitute the week's changes.

Head Cheese	0 13	0 15
Choice jellied ox tongue	....	0 65
Jellied pork tongues	....	0 48
Ham and tongue, lb.	....	0 32
Veal and tongue	....	0 25
Hams, roast	....	0 65
Hams, cooked	....	0 65
Shoulders, roast	....	0 55
Shoulders, boiled	....	0 54
Pork pies (doz.)	....	0 85
Blood pudding, lb.	....	0 12

Lard Quotations Revised Downward

Montreal.

LARD.—Prices have been lowered on lard, and this is a direct result of the lowering markets for pork. A tierce price of 35c per pound is quoted this week and other package prices are less in proportion. The demand is fairly seasonable although some report its movement limited.

LARD, pure—		
Tierces, 400 lbs., per lb.	....	0 35
Tubs, 50 lbs., per lb.	....	0 35½
Pails, 20 lbs., per lb.	....	0 35¾
Bricks, 1 lb., per lb.	0 38½	0 39

Shortening Less; May Decline More

Montreal.

SHORTENING.—With the exception of a weakness in the price, making tierce quotations 29½ to 30 cents there has been little change of demand. The sale is rather limited, some report, and further declines would not be surprising if lard is reduced again.

SHORTENING—		
Tierces, 400 lbs., per lb.	0 29½	0 30
Tubs, 50 lbs., per lb.	0 30	0 30½
Pails, 20 lbs., per lb.	....	0 31
Bricks, 1 lb., per lb.	....	0 33

Butter Price Up; Creamery Make Less

Montreal.

BUTTER.—No price changes are made this week for butter. It would appear, indeed, that the creameries are not making as much as they were. The farmers, one produce man stated, are selling their milk as the returns from the cheese factories are said to be greater than when cream is gathered. Then, in addition to this, the farmer does not need his skimmed milk now to the extent he required it in the earlier part of the season and he prefers to sell the whole product. Butter receipts for the past week were 14,554 packages, and this indicates a decrease of 3,451 packages over the week previous.

BUTTER—		
Creamery, prints, fresh made	....	0 56
Creamery, solids, fresh made	....	0 57
Dairy prints	0 50	0 51
Dairy, in tubs, choice	0 49	0 50
Bakers'	0 45	0 47

Margarine Sale Lags and Prices Reduced

Montreal.

MARGARINE.—Demand for this commodity is limited to immediate requirements, and it would seem to be a reason for an easing of prices this week. Prints are selling, according to quality, at 35 to 39 cents, and tubs at 31 to 34 cents. It was suggested by a produce man this week that great care should be exercised to sell only wholesome and untainted grades, as one tainted pound, when bought by the consumer, would kill the sale again to the same party.

MARGARINE—		
Prints, according to quality, lb.	0 35	0 39
Tubs, according to quality, lb.	0 31	0 34

Eggs Firm at an Advance of 2-3c

Montreal.

EGGS.—Despite the big increase in receipts of eggs as compared with those of a year ago, the excessive demand has accounted for a continued selling to consumers on a big scale. There is a firming of prices, in consequence, and select eggs are quoted two cents higher and new laids three cents up at 68 cents.

EGGS—		
No. 2	0 48	0 50
No. 1	0 54	0 55
Selects	....	0 62
New laids	....	0 68

Cheese is Steady; Slightly Firmer

Montreal.

CHEESE.—There has been a steady and seasonable sale for cheese to the domestic trade for some time past. Receipts are considerably less and there is a tendency to firmer price basis, twins and triplets being marked up at half a cent and one cent, respectively.

CHEESE—		
New, large, per lb.	....	0 28
Twins, per lb.	....	0 28½
Triplets, per lb.	....	0 29
Stilton, per lb.	....	0 34
Fancy, old cheese, per lb.	....	0 32

Active Poultry Sales; Buying Prices Down

Montreal.

POULTRY.—Prices have been reduced for live broilers and the produce men are paying less for broilers. The prices show reductions of 1 to 3 cents. Old fowl buying prices are slightly better at 24 to 29 cents per pound. There is a reported increase of receipts and the sales are also large from week to week.

POULTRY (dressed)—	(Selling Prices)	
Chickens, roast (3-5 lbs.)	0 40	0 41
Chickens, roast (milk fed)	0 45	0 46
Broilers (3-4 lb. pr.)	0 44	0 47
Ducks—		
Brome Lake (milk fed green)	....	0 46
Young Domestic	0 38	0 40
Turkeys (old toms), lb.	....	0 49
Turkeys (young)	....	0 50
Geese	0 30	0 31
Old fowls (large)	....	0 34
Old fowls (small)	....	0 30
POULTRY (live)—	(Buying Prices)	
Live—Old fowl	0 24	0 29
Roosters	....	0 18
Turkeys	....	0 40
Broilers	0 26	0 30

Fish Are Plentiful and Movement Good

Montreal.

FISH.—The catches of whitefish and lake trout are reported good and there is also ample supply of various other lines such as swordfish, halibut and salmon. Dore are scarce. The demand from the trade has been quite large of late and supplies are being shipped regularly.

FRESH FISH		
Carp, per lb.	0 11	0 12
Dore	....	0 22
Eels, lb.	....	0 12
Bullheads (dressed)	....	0 15
Gaspereaux, each	....	0 08
Haddies	0 12	0 13
Fillet Haddies	....	0 20
Haddock	0 08	0 09
Halibut, Eastern	....	0 24
Halibut, Western	0 23	0 24
Steak, cod	0 10	0 12
Market cod	0 07	0 08
Flounders	0 07	0 09
Prawns	....	0 40
Pike, per lb.	....	0 13
Live lobsters	....	0 45
Boiled lobsters	....	....
Salmon (B.C.), per lb., Red	0 28	0 30
Salmon, Gaspe	0 35	0 40
Shad	....	0 20
Skate	....	0 08
Lake Trout	0 19	0 20
Mackerel	0 16	0 17
Shrimps	0 35	0 40
Whitefish	0 17	0 18
Trout, brook	0 35	0 40
Swordfish	....	0 24
FROZEN FISH		
Gaspereaux, per lb.	0 06½	0 07
Halibut, large and chicken	0 19	0 20
Halibut, Western	0 20	0 21
Halibut, medium	0 21	0 22
Haddock	0 06½	0 07
Mackerel	....	0 16
Dore	0 14	0 15
Smelts, No. 1, per lb.	0 12	0 13
Smelts, No. 2, per lb.	0 07	0 08
Pike, Headless and Dressed	0 10	0 11
Market Cod	0 05½	0 06
Whitefish, small	0 11	0 12
Sea Herrings	0 07½	0 08
Steak Cod	0 08	0 08½
Gaspe Salmon, per lb.	0 24	0 25
Salmon Cohoes, round	0 17½	0 18
Salmon, Qualla, Hd. and Dd.	0 13	0 14
Whitefish	0 15	0 16
Smelts, extra large	....	0 22
Lake Trout	0 19	0 20
Lake Herrings, bag, 100 lbs.	....	6 00
Alewives	0 05½	0 06

SALTED FISH		
Codfish—		
Codfish, large bbl., 200 lbs.	....	21 00
Codfish, No. 1, medium, bbl., 200 lbs.	....	20 00
Codfish, No. 2, 200 lb. barrel	....	18 00
Pollock, No. 1, 200 lb. barrel	....	15 00
Codfish, strip boneless (30-lb. boxes), lb.	....	0 20
Codfish (boneless) (24 1-lb. cartons)	....	0 20
Codfish (Ivory) (2-lb. blocks, 20-lb. bx)	....	0 18
Boneless cod (2-lb.)	....	0 23
Shredded codfish (12-lb. box)	2 40	2 50
Dried codfish 100-lb. bbl.)	....	13 00
PICKLED FISH		
Herrings (Scotch cured), barrel	11 25	12 00
Scotia, barrel	....	12 00
Do., half barrel	....	6 25
Mackerel, barrel	....	34 00
Salmon, Labrador (200 lbs.)	26 00	27 50
Salmon, B.C. (200 lbs.)	....	24 50
Sea Trout (200-lb. bbls.)	....	25 00
Turbot (200 lbs.)	....	17 00
Codfish, tongues and sound, lb.	....	0 15
Eels, lb.	0 16	0 17
SMOKED FISH		
Haddies, BXs, per lb.	0 12	0 13
Fillets	....	0 18
Bloaters, box	....	2 00
Kippers	....	2 25
OYSTERS		
Cape Cod, per barrel	....	16 00
Batouche, per barrel	....	15 00
Scallops, gallon	....	4 50
Can No. 1 (Solids)	....	2 50
Can No. 3 (Solids)	....	7 50
Can No. 5 (Solids)	....	12 50
Can No. 1 (Selects)	2 50	3 00
Can No. 3 (Selects)	....	9 00
SUNDRIES		
Paper Oyster Pails, ⅛ per 100	....	1 75
Crushed Oysters Shell, 100-lbs.	....	$1 60
Paper Oyster Pails, ¼-lb. per 100	....	2 25

ONTARIO MARKETS

TORONTO, Sept. 12—The feature of the produce markets this week is the generally easier tendency in meats and provisions. Fresh meats in a number of instances are quoted lower and hams and bacon, too, are at lower levels. Lard is from three to four cents lower, and shortening is down a couple of cents. Eggs are slightly easier, but butter and cheese are firm. Cooked meats have also fallen off slightly.

Easier Quotations on Fresh Meats

Toronto.

FRESH MEATS.—The prices of live hogs have again declined, and the buyers on the Toronto livestock market this week did not pay more than $19.75 on the fed and watered basis. There is a tendency to even lower values, in keeping with the downward trend in the United States. Fresh legs of pork are now selling to the trade at from 40 to 42 cents. Tenderloin is steady at 46 cents. Picnic ribs are now quoted lower at 30 cents. In the beef quotations there is also lower prices in a number of instances. Whole loins are selling at from 25 to 32 cents per pound, and hips at from 15 to 22 cents. Spring lamb is easier at from 21 to 24 cents per pound.

FRESH MEATS		
Hogs—		
Dressed, 70-100 lbs., per cwt.	....	$30 00
Live, on cars, per cwt.	....	19 25
Live, fed and watered, per cwt.	....	19 75
Live, f.o.b., per cwt.	....	18 75
Fresh Pork—		
Legs of pork, up to 18 lbs.	0 40	0 42
Loins of pork, lb.	....	....
Tenderloins, lb.	....	0 46
Spare ribs, lb.	0 14	0 15
Picnics, lb.	....	0 30
New York shoulders, lb.	0 32	0 34
Montreal shoulders, lb.	0 32	0 34½
Boston butts, lb.	....	0 35
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 15	0 26
Front quarters, lb.	0 10	0 15
Ribs, lb.	0 15	0 26
Chucks, lb.	0 08	0 14
Loins, whole, lb.	0 25	0 32
Hips, lb	0 15	0 22
Cow beef quotations about 2c per lb. below above quotations.		
Calves, lb.	0 23	0 30
Lambs, whole, lb.	....	0 18
Spring lamb	0 21	0 24
Sheep, whole, lb.	0 12	0 16

Above prices subject to daily fluctuations of the market.

Provisions Tend to Lower Levels

Toronto.

PROVISIONS.—Two factors contribute to lower prices on provisions this week. One is the withdrawal of the export demand for the time being, releasing greater quantities of meats for the domestic market, and the other is the general trend of prices downward in the United States. Medium hams this week are quoted at 46 cents, and the larger ones at from 33 to 42 cents. Breakfast bacon is selling around 46 cents, and the rolls at 36½ cents. Dry salt meats are from two to three cents lower. Barrel pork for the lumber camps is in great demand, but packers state there is a heavy inquiry for all meats for home consumption.

Hams—		
Medium	....	0 46
Large, per lb.	0 33	0 42
Backs—		
Skinned, rib, lb.	....	0 54
Boneless, per lb.	....	0 58
Bacon—		
Breakfast, ordinary, per lb.	....	0 46
Breakfast, fancy, per lb.	0 56	0 58
Roll, per lb.	....	0 36½
Wiltshire (smoked sides), lb.	....	0 43
Dry Salt Meats—		
Long, clear bacon, av. 50-70 lbs.	0 32½	0 33
Do., av. 70-90 lbs.	....	0 32
Clear Bellies, 15-30 lb.	....	0 34
Sausages in brine, keg, 35 lbs.	....	7 35
Fat backs, 16-20 lbs.	0 33	0 34
Out of pickle, prices range about 2c per pound below corresponding cuts above.		
Barrel Pork—		
Mess pork, 200 lbs.	....	53 00
Short cut backs, bbl. 200 lbs.	....	65 00
Pickled rolls, bbl., 200 lbs.—		
Heavy	58 00	60 00
Lightweight	....	64 00

Above prices subject to daily fluctuations of the market.

Boiled Hams Are Three Cents Lower

Toronto.

COOKED MEATS.—Cooked meats, too, are easier this week. Boiled hams are quoted at from 60 to 61 cents, and roast hams without dressing at from 63 to 65 cents. Head cheese is 14 and 15 cents per pound, and choice jellied ox tongue is 69 cents per pound.

Boiled hams, lb.	0 60	0 61
Hams, roast, without dressing, lb.	0 63	0 65

Shoulders, roast, without dressing, per lb.	0 53	0 54
Head Cheese, 6s, lb.	0 14	0 15
Meat Loaf with Macaroni and Cheese, lb.	....	0 27
Choice jellied ox tongue, lb.	....	0 69
Pork and Tongue, lb.	....	0 35

Above prices subject to daily fluctuations of the market.

American Eggs on Toronto Market

Toronto.

EGGS.—There are some American eggs coming on the market, and this is having a tendency to ease prices. Dealers are only paying from 50 to 52 cents per dozen for them in the country. Selected new laid eggs are selling at 60 cents per dozen to the trade, and the second grade quality at from 56 to 57 cents. New laids in cartons are from 62 to 65 cents.

Eggs—		
New laids, doz.	0 56	0 57
New laids, in cartons, doz.	0 62	0 64

Prices shown are subject to daily fluctuations of

Creamery Butter Steady and Firm

Toronto.

BUTTER.—There is a very steady tone to the butter market, with prices ruling at unchanged figures. Creamery prints, fresh made, are selling at from 56 to 58 cents per pound, and the solids at from 55 to 56 cents. There is some Western butter being sold on the Toronto market, and it is of very choice quality.

Creamery prints (fresh made)	0 56	0 58
Creamery solids (fresh made)	0 55	0 56
Dairy prts., fresh separator, lb.	0 47	0 48
Dairy prints, No. 1, lb.	....	0 45

Demand For Cheese From Vancouver

Toronto.

CHEESE.—There is a good demand for cheese from the Pacific coast, and colored cheese has a very brisk inquiry. The market is unchanged as far as prices are concerned, as the fixed British buying price controls quotations. It is stated that when the British purchasing commission fills their announced requirements of 20,000 tons, they will stop buying.

Cheese—		
Large	....	0 28
Stilton (new)	....	0 29

Twins ½c lb. higher than large cheese. Triplets 1½c higher than large cheese.

Margarine Has Active Inquiry

Toronto.

MARGARINE.—There is a moderate inquiry for margarine, with prices holding steady. The number one pound prints are selling to the trade at from 36 to 37 cents.

Margarine—		
1-lb. prints, No. 1	0 36	0 37
Do., No. 2	0 32	0 34
Do., No. 3	0 28	0 29

Solids 1c per lb. less than prints.

Sharp Decline in Lard Prices

Toronto.

LARD.—There is a very marked decline reported in the market for lard this week. The absence of an export demand is the principal reason of the decline. It is selling at from 34 to 35½ cents per pound to the trade.

Lard, tierces, 400 lbs., lb.	0 34	0 35½

In 60-lb. tubs, ½c higher than tierces, pails ¾c higher than tierces, and 1-lb. prints, 2c higher than tierces.

Shortening Drops Two Cents Per Lb.

Toronto.

SHORTENING.—There is a good demand for shortening, although the price quoted this week, in sympathy with the lard market, is lower. Shortening is selling at from 29½ to 30 cents per pound.

SHORTENING		
Tierces, 400 lbs., lb.	0 29½	0 30

Poultry Has a Brisk Inquiry

Toronto

POULTRY.—Poultry prices to the trade this week are unchanged. There is a very active demand for all poultry available, both frozen and fresh. Receipts of the latter show steady increase. Spring chickens are selling to the trade at from 36 to 38 cents per pound, light hens at 33 cents, and heavy ones at 35 cents.

Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys, old, lb.	0 25	0 30
Do., young, lb.	0 30	0 35
Roosters, lb.	0 20	0 23
Fowl, over 4½ lbs.	0 27	0 28
Fowl, under 4½ lbs.	0 25	0 25
Spring chickens	0 27	0 30

Prices quoted to retail trade:—

		Dressed
Hens, heavy	$....	$0 35
Do., light	....	0 33
Chickens, spring	0 36	0 38
Ducklings	....	0 35
Turkeys	0 40	0 40

Fresh Fish Selling Freely

Toronto.

FISH.—There is a good demand for fish, but the chief difficulty has been in maintaining heavy supplies. Weather conditions have interfered with the catch in some parts. Prices to the trade are for the most part steady. Haddocks with heads off are selling at 11 cents, a cent lower than a week ago. Fresh pickerel is higher, selling at 20 cents per pound.

FRESH SEA FISH		
Cod Steak, lb.	$0 11	$0 12
Do., market, lb.	0 09	0 10
Haddock, heads off, lb.	....	0 11
Do., heads on, lb.	....	0 10
Halibut, chicken	0 21	0 22
Do., medium	0 22	0 23
Flounders, lb.	0 07	0 10
Salmon, Restigouche	....	....
Fresh B. C. Salmon	0 27	0 28
FROZEN SEA FISH		
Salmon	....	0 25
Herring	0 09	0 10
Mackerel	....	0 12
FRESH LAKE FISH		
Lake herring, round lb.	....	0 10
Do., dressed, lb.	0 11	0 12
Trout, lb.	0 17	0 18
Whitefish, lb.	....	0 16
Mullets, lb.	....	0 05
Fresh pickerel	....	0 20
Ciscoes	....	0 16
Pike	0 09	0 10
Fresh mackerel	0 15	0 20

WINNIPEG MARKETS

WINNIPEG, Sept. 10—The pork market has been of interest this week, owing to the decidedly weaker feeling and the effect that this is having on many attendant lines.

Further Declines Expected in Pork

Winnipeg.

PORK.—Pork has been declining all along the line, there has been another sharp decline noted at Chicago. Our market here is expected to follow.

There has been a decline on all pork products.

Lard Also Shows Declines

Winnipeg.

LARD.—In sympathy with the pork markets and the temporary falling off on export, lard has been dropping. Another decline is looked for this week.

LATE SEASON'S RUN OF SALMON HEAVY IN NORTH

According to Captain William Bissett, who returned on Thursday from a trip to Alaska, the fishermen of that district have lost a golden opportunity. There has been a season-end run of salmon that gladdened the hearts of those who remained on the job. Captain Bissett states that going up their boat passed a number of cannery boats with full crews heading south, figuring that the season was over. But last week, during the two days preceding his departure south, the fishermen were hauling in big catches. The salmon had struck in good and solid.

MERCHANDISING INVESTIGATOR

Continued from page 75

generally that fruit sales can be increased very easily as a result of prohibition, and grocers are eager for suggestions.

"The opportunity is there, too, for the better tradesmen are close readers of their trade papers and open-minded to sincere hints on how they can improve their sales methods."

Mr. Findlay will leave Los Angeles about the middle of September for a trip through Arizona, New Mexico, Texas, Louisiana, Mississippi, Tennessee, Missouri, Kansas, Arkansas, Oklahoma, and back to California, on which he will study retail conditions and talk to grocers' gatherings.

Have No Hesitation

in choosing

'Bluenose' Butter

it always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about it. Order from your grocer.

SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax · N.S.

57 57

HEINZ

Advertising Service

brings good results to the live, wide-awake merchant who is in the field to gain a reputation for reliability and fair dealing. Feature Heinz 57 Varieties with our advertising signs and displays—let your customers know you carry quality products. Win the confidence of your trade and increase your number of satisfied buyers.

H. J. HEINZ COMPANY

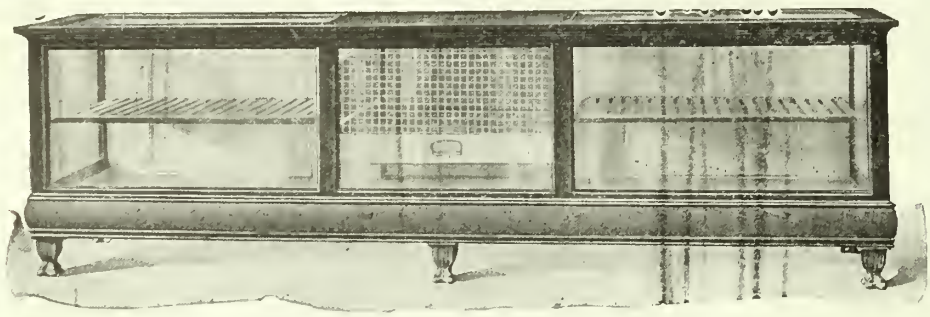
All Heinz goods sold in Canada are made in Canada

57 57

Hams

Hams are very much lower in price—giving you an opportunity to offer your customers something real good toward lower cost of living. Get our prices. Fresh, pickled, smoked, cooked.

F. W. FEARMAN CO.
LIMITED
HAMILTON



ARCTIC COUNTER REFRIGERATOR--MADE IN TWO SIZES

Write for Free Catalague and Prices.

JOHN HILLOCK & CO., LIMITED, Office, Showrooms and Factory: 154 GEORGE ST., TORONTO

AGENCIES:—A. Tilley, 54 McGill College Ave., Montreal; Geo. Cameron, Sparks St., Ottawa; J. McMillan, 200 Main St., Winnipeg; Western Butchers Supply Co., Regina, Sask.; M. E. Watt, 572 Knox St., Vancouver, B. C.

COAX 'EM--

IT'S EASY TO SPEND WHEN TEMPTED

Poor old Adam could pass up the apple in the tree, but in the dainty hands of his beautiful spouse it looked too good to miss. Coax bigger sales for perishables by giving them the tempting display of Arctic Counter Refrigerators. They keep things always fresh and delicious looking and add a quality tone to your store. Cost little and last a lifetime.

Be sure you get an Arctic

A Suggestion of Real Economy

will be appreciated by your customers, especially when the cost of living is so high. "Easifirst" is decidedly economical; why not suggest it? It makes satisfied and permanent customers.

How is Your Stock?

Phone Junction 3400

GUNNS LIMITED
WEST TORONTO

Something New in Appetizers

Made in conjunction with our famous Blue Seal Products and made from the very finest ingredients.

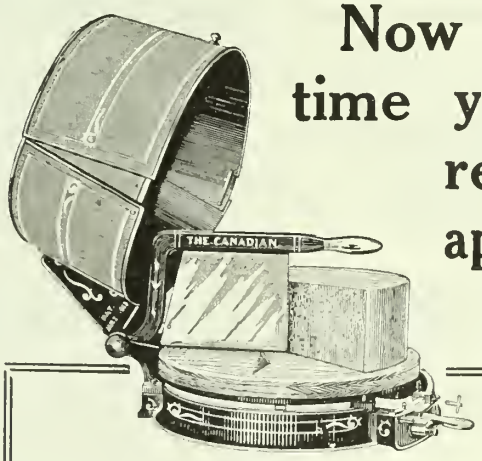
Fine for Fish and all kinds of grilled meats, and gives a delicious piquancy to salad dressings, Mayonnaise Sauce, etc.

Maroma will captivate your most particular customer. Try a little display.

E. W. Jeffress
Limited
Walkerville, Canada

W. G. Patrick & Co., Limited
Toronto and Winnipeg
Selling Agents for our Blue Seal Lines

Now is the time you will really appreciate it.



The CANADIAN Open

If you have been wise and installed that "Canadian Cheese Cutter" on your counter you need not worry about possible loss of profit from slow service during a rush.

You can absolutely rely on its accuracy and quick-cutting qualities, which will enable you to satisfactorily handle any extra rush business.

"The Canadian" cuts clean and quick in 5c, 10c, 15c and 20c slices, or by weight in ¼, ½ and one pound cuts.

No up-to-date dealer can afford to be without the "Canadian." Only $18.00.

The Computing Cheese Cutter Co.
WINDSOR, ONT.

BRUNSWICK BRAND SEA FOODS

will please your particular customers.

Recommend them. We guarantee the Quality.

NOW is the time to make a good window display. These goods are attractively labeled, and make a nice appearance. Display them on your counter, the profits are good.

ORDER YOUR SUPPLIES TO-DAY FOR THE FALL AND WINTER TRADE

Brunswick Brand Sea Foods are prepared in Canada and sold in the best stores from Coast to Coast.

Order from your nearest wholesaler, or write direct to

CONNORS BROS., LTD.
Black's Harbor, N.B.

"Saltesea" Oysters

We open our SEASON of 1919-20 on September 15th.

We have letters from an HOST OF PLEASED CUSTOMERS last season.

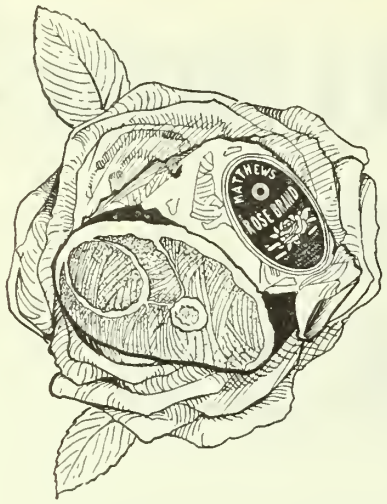
NOW THIS SEASON we want ALL DEALERS to enjoy that same SATISFACTION with our OLD CUSTOMERS.

A TRIAL will prove that we are NOT making any claims we cannot stand back of.

WRITE US TO-DAY

Oceanic Oyster Co. of Canada, Limited

609 ST. JAMES STREET -:- MONTREAL



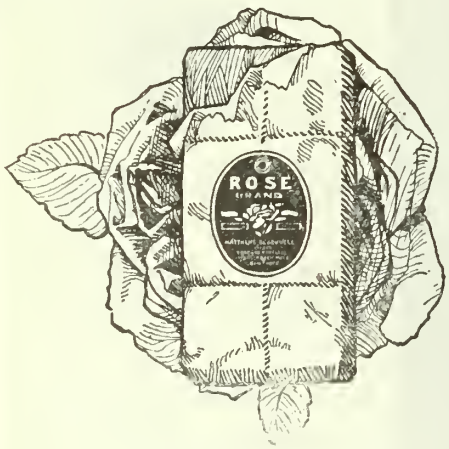
Profit or Loss

Your profit or loss depends chiefly on your good judgment in buying.
Stock products that are hard to sell, that need work and time to push them and you lose money steadily.
Stock products for which there is a created demand and the resulting quick turnovers soon swell your income.

For
ROSE BRAND PRODUCTS

The Demand has been Created

By systematic advertising in the magazines and large dailies of this country, we convince the public of the merits of Rose Brand Products and assist our dealers to make more sales. Sell the following Rose Brand Products and watch, not only the quick turnovers, but the repeat orders from satisfied customers.



Rose Brand Lard—rendered from the raw leaf, "tried" in the old-fashioned way. It is incomparable as to purity and flavour—the finest lard sold.

Rose Brand Bacon and Ham—unequalled for sweetness in cure and flavour.

Rose Brand Sausages—made from the choicest pork, lean and fat proportionately mixed.

Our Nearest Plant Will Fill Your Order Promptly by Express

The Canadian Packing Co., Limited

Successors to

MATTHEWS-BLACKWELL, LIMITED

Manufacturers also of the famous "Snowflake" Brand Shortening

Plants at: TORONTO MONTREAL, HULL PETERBORO, BRANTFORD

Branch Houses: WINNIPEG, FORT WILLIAM, OTTAWA SYDNEY, HALIFAX

Canada Food Board License No. 13-85.

Appearance —and taste to back it

Schneider's Pure Meat Sausage will look good upon your counter and their tasty, delicate flavor will win approval from every purchaser. There's a good profit margin on Schneider's Sausage. See if it isn't worth while.

J. M. Schneider & Sons, Ltd.
KITCHENER - ONTARIO

Drop us a card for Sausage and Smoked Meat quotations. Satisfaction guaranteed on all mail orders.

COSGRAVE'S PURE Malt Vinegar

It pays you best to sell branded, guaranteed goods. That's why you ought to sell COSGRAVE'S PURE MALT VINEGAR.

Attractively Labeled Bottles—2 Sizes

RETAIL PRICES:

Large Bottle 25c. Small Bottle 15c.

100% Pure *Well Advertised*

ASK YOUR JOBBER FOR IT

Display O'Keefe's Beverages

These are in big demand and bring back turnovers with excellent profits. Take advantage of and benefit by their popularity.

O'Keefe's

IMPERIAL ALE—LAGER—STOUT

are ideal thirst quenchers full of snap and zest — they are the right beverages to recommend for all occasions.

O'Keefe's assure repeat sales.

O'Keefe's - Toronto
Phone Main 4202

When Writing Advertisers Mention this Paper

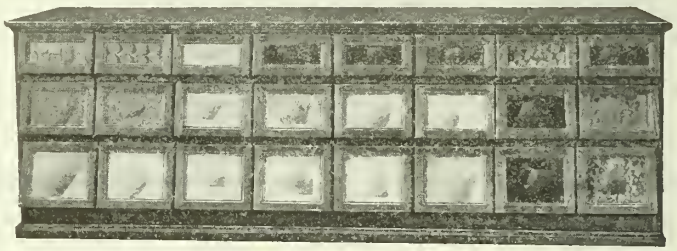
Noah's Ark

was a great ship in its day, but what a woeful comparison it is to our present day "Liners."

You wouldn't travel on a slow old tub like "Noah's," would you, Mr. Merchant? Lose too much time;—but yet there are many who have just as antiquated relics in their present day stores.

Take down the old counter and dusty wall shelves and install a **Walker Store** equipment. Walker Bin Wall Cases and Counters will eliminate all waste in exposed foodstuffs, save you 25 per cent. labor and soon pay for themselves. They're mighty handsome, show goods in a way that keeps them moving and add "class" to your store.

Write for our illustrated catalogues, enclosing floor plan of your store, measurements and your preference for location of each department.



"Modernize" Your Store, not "Noahize" it

We want to serve you.

The Walker Bin & Store Fixture Co., Limited

KITCHENER, ONTARIO

A Well Advertised Flour

People are not likely to buy a flour they have never heard of before. If they are not satisfied with their flour they will change to a brand they know something about.

PURITY FLOUR

(Government Standard)

is advertised throughout Canada and is known in practically every part of the Dominion. Our continuous advertising has introduced Purity Flour to thousands of Canadian homes. Make Purity your "Leader." It will give entire satisfaction—and add to your sales.

Western Canada Flour Mills Co., Limited

Head Office: Toronto, Ontario

Branches at: Winnipeg, Calgary, Brandon, Edmonton, Vancouver, New Westminster, Victoria, Nanaimo, Prince Rupert, Nelson, Rossland, Goderich, Ottawa, Montreal, St. John, N.B.

Are You "Playing fair" With Your Customers?

Are you filling your customers' orders with a brand of **"high-priced"** Baking Powder, the price of which includes the cost of a nation-wide advertising plan to create a demand or are you a keen-edged, hair-spring salesman, who recommends "quality" only where quality exists?

Double Cream Baking Powders will give 100 per cent. satisfaction to housewives, insure them of light, flaky biscuits and unfailing results in all its uses.

A high Quality Guaranteed Baking Powder, the best value you ever offered your customers—**"Selling at 25c, it nets you a profit of 44 per cent. on your investment."**

Until September 30th, we offer to pack for any grocer in Canada a one-pound tin of Baking Powder under his own label and trade mark, at a price of $25.00 per gross, F.O.B. Toronto, and give him the same quality as our Double Cream, which we know for a positive fact will give 100 per cent. satisfaction to the housewife.

We are in the baking powder business in a large way, with a large variety of special labels to choose from. We operate our own printing plant and have expert chemists at our command. Forward your order to-day for one sample gross of Baking Powder, under your own brand and name, at $25.00 per gross. Mail your orders to

THE HARRY HORNE CO., LIMITED

PROPRIETORS OF INTEGRITY MILLS

1297-99 Queen St. West **Toronto**

I have my old job back, saving Mrs. Housewife all the trouble of making her coffee. I serve her instantly.

I am not denaturized, decaffeinized nor deanythinged. Oh! yes, I am DELICIOUS. I hope you will keep me well at the front where I can be welcomed. I saw the trenches at their worst, and I am glad to be home.

G Washington's REFINED Coffee

Went to War Home Again

CENTURY SALT

A sparkling white salt refined to the utmost possible point of purity. Well advertised. Deservedly popular.

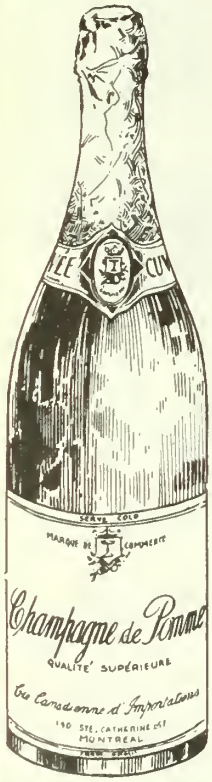
SIFTO SALT

Once the ladies try it—no other salt ever has a chance with SIFTO for table use. It flows freely in any weather. It is a true, white, sparkling salt.

DOMINION SALT CO. LIMITED. SARNIA

If your jobber cannot supply you, we invite your inquiry, when price lists and full information will be promptly sent you.
DOMINION SALT CO., Limited, SARNIA, Canada.
Manufacturers and Shippers.

GROCERS



ORDER YOUR STOCK OF

Champagne de Pomme

NOW

It makes a delicious drink. Put up in pint bottles or splits. Recommend it to your customers. Pays a good profit. Easy to sell.

Order from your wholesaler or

Cie Canadien Importation
140 ST. CATHERINE ST. E.
Montreal

We want Agents in Every City and Town.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $83.20 PER INCH PER YEAR

JAMS

DOMINION CANNERS, LTD.
Hamilton, Ont.

"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vase top Glass Jars, 16 oz. glass, 2 doz. case.

	Per doz.
Strawberry	$4 60
Currant, Black	4 50
Pear	3 90
Peach	3 90
Plum	3 70
Raspberry, Red	4 50
Apricot	4 00
Cherry	4 30
Gooseberry	4 00

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	$2 30
12 oz. Glass, Screw Top, 2 doz. in case	2 55
16 oz. Glass, Screw Top, 2 doz. in case	3 25
16 oz., Glass, Tall, Vacuum, 2 doz. in case	3 25
2's Tin, 2 doz. per case	4 80
4's Tins, 12 pails in crate, per pail	0 78
5's Tin, 8 pails in crate, per pail	0 97
7's Tin or Wood, 6 pails in crate	1 86
30's Tin or Wood, one pail in crate, per lb.	0 20

PORK AND BEANS "DOMINION BRAND"

	Per doz.
Individual Pork and Beans, Plain, 75c, or with Sauce, 4 doz. to case	$0 85
1's Pork and Beans, Flat, Plain, 4 doz. to case	0 92½
1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case	0 95
1's Pork and Beans, Tall, Plain, 4 doz. to case	0 95
1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to the case	0 97½
1½'s (20 oz.) Plain, per doz.	1 25
Tomato or Chili Sauce	1 27½
2's Pork and Beans, Plain, 2 doz. to the case	1 50
2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case	1 52½
2½'s Tall, Plain, per doz.	2 00
Tomato or Chili Sauce	2 35

Family, Plain, $1.75 doz.; Family, Tomato Sauce, $1.95 doz.; Family, Chili Sauce, $1.95 doz. The above 2 doz. to the case.

CATSUPS—In Glass Bottles

	Per doz.
½ Pts., Aylmer Quality	$1 90
12 oz., Aylmer Quality	2 35
	Per jug.
Gallon Jugs, Aylmer Quality	1 62½
	Per doz.
Pints, Delhi Epicure	2 70
½ Pints, Red Seal	1 45
Pints, Red Seal	1 90
Qts., Red Seal	2 45
Gallons, Red Seal	6 45

BORDEN MILK CO., LTD.,
180 St. Paul St. West,
Montreal, Can.

CONDENSED MILK

Terms, net, 30 days.

Eagle Brand, each, 48 cans	$9 60
Reindeer Brand, each 48 cans	9 15
Silver Cow, each 48 cans	8 40
Gold Seal, Purity, each 48 cans	8 25
Mayflower Brand, each 48 cans	8 25
Challenge Clover Brand, each 48 cans	7 75

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	$6 90
Jersey Brand, Hotel, each 24 Cans	7 00
Peerless Brand, small, each 24 cans	3 15
St. Charles Brand, Tall, each 48 cans	6 90
Jersey Brand, Tall, each 48 cans	6 90
Peerless Brand, Tall, each 48 cans	6 90
St. Charles Brand, Family, 48 cans	6 50
Jersey Brand, Family, each 48 cans	5 75
Peerless Brand, Family, each 48 cans	5 75
St. Charles Brand, small, each 48 cans	2 90
Jersey Brand, small, each 48 cans	2 90
Peerless Brand, small, each 48 cans	2 90

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	$6 50
Reindeer Brand, small, each 48 cans	6 50
Regal Brand, each 24 cans	5 90
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. CLARK, LIMITED, MONTREAL.

Compressed Corn Beef—½s, $2.95; 1s, $4.95; 2s, $9.45; 6s, $34.75.
Lunch Ham—1s, $6.95; 2s, $13.35.
Ready Lunch Beef—1s, $4.95; 2s, $9.
English Brawn — ½s, $2.95; 1s, $4.45; 2s, $8.95.
Boneless Pig's Feet—½s, $2.95; 1s, $4.45; 2s, $8.95.
Ready Lunch Veal Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Beef-Ham Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Beef Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Asst. Loaves — ½s, $2.50; 1s, $4.50.
Geneva Sausage—1s, $4.45; 2s, $8.75
Roast Beef—½s, $2.95; 1s, $4.95; 2s, $9.45; 6s, $34.75.
Roast Mutton—1s, $6.35; 2s, $11.95; square cans, $45.
Boiled Mutton—1s, $6.35; 2s, $11.95; 6s, $45.
Jellied Veal—½s, $3.35; 1s, $4.95; 2s, $9.25.
Cooked Tripe—1s, $2.95; 2s, $4.95.
Stewed Ox Tail—1s, $2.35; 2s, $4.45.
Stewed Kidneys—1s, $4.45; 2s, $8.45.
Mince Collops—½s, $1.95; 1s, $3.90; 2s, $6.85.
Sausage Meat—1s, $3.95; 2s, $7.95.
Corn Beef Hash — ½s, $1.95; 1s, $3.95; 2s, $5.90.
Beef Steak and Onions—½s, $3.95; 1s, $4.95; 2s, $8.95.
Jellied Hocks—2s, $9.45; 6s, $30.
Irish Stew—1s, $2.95; 2s, $5.95.
Cambridge Sausage—1s, $4.45; 2s, $8.75.
Boneless Chicken—½s, $5.95; 1s, $9.95.
Boneless Turkey — ½s, $5.95; 1s, $9.00.
Ox Tongue—½s, $4.95; 1s, $12.00; 1½s, $18.50; 2s, $23.95; 3½s, $44.00; 6s, $60.00.
Lunch Tongue—½s, $4.90; 1s, $10.45.
Mince Meat (Tins)—1s, $2.90; 2s, $4.00; 5s, $12.90.

ROYAL
ACADIA
SUGAR

If suggesting Sugar say "Royal Acadia"

Be assured that she'll thoroughly approve of this standard sweetness.

Always a quality sugar back of the pyramid trade mark.

Put up in convenient sizes to fit every requirement —2 and 5 lb. cartons, 10, 20 and 100 lb. bags, half barrels and barrels.

The Acadia Sugar Refining Co., Ltd.
HALIFAX, CANADA

Royal Mayonnaise
Royal Salad and Dressing

With meat prices still at a high altitude thrifty housewives will appreciate the economy of more and more salads during the summer months.

Salads make ideal meat substitutes and Two Royals (Royal Mayonnaise and Royal Salad Dressing) made the salads deliciously captivating.

Try a "Royal" display.

HORTON-CATO MANUFACTURING CO.
WINDSOR, CANADA

COW BRAND

Housewives have perfect confidence in their baking operations when they use Cow Brand Baking Soda. Strength, purity and reliability embodied in this household favorite. It always pleases.

Church & Dwight, Ltd.
MONTREAL

GEORGIAN BAY APPLES

We Invite Correspondence for Fall and Winter Supplies.

LEMON BROS.

Owen Sound, Ont.

Salesmen Wanted

Men who have worked up a connection with the trade are far more valuable to you than inexperienced men. The way to locate them is through your trade paper, because wide-awake salesmen read it. When in need of salesmen use the Want Ad Page; the rates are 2 cents per word first insertion and one cent per word for each subsequent insertion, a charge of 5 cents extra is made for Box Number to cover cost of forwarding replies.

Mince Meat (bulk)—5s, 17c; 10s, 16c; 25s, 15; 50s, $15.
Chateau Brand Pork and Beans, with Tomato Sauce—Ind., $1.05; 1s, $1.65; 2s, $2.35; 3s, $3.50.
With Plain Sauce—Ind., 95c; 1s, $1.60; 2s, $2.30; 3s, $3.30.
Chateau Brand Concentrated Soups—Celery, $1.45; Consomme, $1.45; Green Peas, $1.45; Julienne, $1.45; Mutton Broth, $1.45; Ox Tail, $1.45; Pea, $1.45; Scotch Broth, $1.45; Chicken, $1.60; Mock Turtle, $1.45; Tomato, $1.45; Vermicelli Tomato, $1.45; Soups and Bouilli, 6s, $15.
Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 85c; 1s, $1.00; 1½s, $1.45; 2s, $1.90; 3s, talls, $2.75; 6s, $8; 12s, $16.
Plain Sauce, Pink Label—Ind., 85c; 1s, $1.00; 1½s, $1.45; 2s, $1.90; 3s (talls), $2.75; 6s, $8; 12s, $12.
Chili Sauce (red and gold label)—Ind., 85c; 1s, $1.00; 1½s, $1.45; 2s, $1.90; 3s, $2.75.
Vegetarian Baked Beans and Tomato Sauce—2s, $1.90.
Sliced Smoked Beef—½s, $2.45; 1s, $3.45; 4s, $24.
Canadian Boiled Dinner—1s, $2.45; 2s, $4.95.
Army Rations—Beef and Vegetables, 1s, $2.45; 2s, $4.95.
Spaghetti with Tomato Sauce with Cheese—½s, $1.40; 1s, $1.85; 3s, $3.35.
Tongue, Ham and Veal Pates—½s, $2.35.
Ham and Veal Pates—½s, $2.40.
Smoked Vienna Style Sausage—½s, $2.85.
Pate De Foie—¼s, 80c; ½s, $1.40.
Plum Pudding—½s, $1.95; 1s, $3.85.
Potted Beef Ham—¼s, 80c; ½s, $1.45.
Potted Beef—¼s, 80c; ½s, $1.45.
Potted Tongue—¼s, 80c; ½s, $1.45.
Potted Game (Venison)—¼s, 80c; ½s, $1.45.
Potted Veal—¼s, 80c; ½s, $1.45.
Potted Meats (Assorted)—¼s, 85c; ½s, $1.50.
Devilled Beef Ham—¼s, 80c; ½s, $1.45. Beef—¼s, 80c; ½s, $1.45.
Devilled Tongue — ¼s, 80c; ½s, $1.45. Veal—¼s, 80c; ½s, $1.45.
Devilled Meats (Assorted) — ¼s, 85c; ½s, $1.50.

In Glass Goods

Fluid Beef Cordial—20 oz. bottles, ...; 10 oz., ...
Ox Tongue — 1½s, $20.00; 2s, $24.95.
Lunch Tongue (in glass)—1s, $11.95
Sliced Smoked Beef (in glass)—¼s, $1.80; ½s, $2.80; 1s, $3.90.
Mincemeat (in glass)—1s, $3.25.
Potted Chicken (in glass) — ¼s, $2.90.
Ham (in glass)—¼s, $2.90.
Tongue (in glass)—¼s, $2.90.
Venison (in glass)—¼s, $2.90.
Meats, Assorted (in glass)—$2.90.
Chicken Breast (in glass) — ½s, ...
Tomato Ketchup — 8s, $2.20; 12s, $2.75; 16s, $3.40.
Chili Sauce—10 oz., $3.25.
Peanut Butter — ¼s, $1.45; ½s, $1.95; 1s, $2.45; in pails, 5s, 31c; 12s, 29c; 24s, 28c; 50s, 28c.

B.C. HOPS

Dominion Brand, quarters, per short weight pound	0.30
Dominion Brand, halves, per short weight pound	0.29
Maple Leaf Brand, ¼ lb. packages, per full weight pound.	0 40
Maple Leaf Brand, ½ lb. packages, per full weight pound.	0.39

COLMAN'S OR KEEN'S MUSTARD

	Per doz. tins
D.S.F., ¼-lb.	$2 80
D.S.F., ½-lb.	5 30
D.S.F., 1-lb.	10 40
F.D., ¼-lb.	

	Per jar
Durham, 1-lb. jar, each	$0 60
Durham, 4-lb. jar, each	2 25

CANADIAN MILK PRODUCTS, LIMITED,
Toronto and Montreal

KLIM

Hotel	$20 00
Household size	9 00
Small size	5 75

F.o.b. Ontario jobbing points, east of and including Fort William. Freight allowance not to exceed 50c per 100 lbs., to other points, or 5-case lots or more.

THE CANADA STARCH CO., LTD
Manufacturers of the Edwardsburg Brands Starches

Laundry Starches—

Boxes	Cents
40 lbs., Canada Laundry	0.10
40 lbs., 1-lb. pkg., Canada White or Acme Gloss	0.10½
48 lbs., No. 1 White or Blue Starch, 3-lb. cartons	0.11
100-lb. kegs, No. 1 white	0.10½
200-lb. bbls., No. 1 white	0.10½
30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs.	0.12
48 lbs., Silver Gloss, in 6-lb. tin canisters	0.13½
36 lbs. Silver Gloss, in 6-lb. draw lid boxes	0.13½
100 lbs., kegs, Silver Gloss, large crystals	0.11½
40 lbs., Benson's Enamel, (cold water), per case	3.25
Celluloid, 45 cartons, case	4.50

Culinary Starch

40 lbs., W. T. Benson & Co.'s Celebrated Prepared	0.11¾
40 lbs. Canada Pure or Challenge Corn	0.10¼
20-lb. Caseo Refined Potato Flour, 1-lb. pkgs.	0.16½
(20-lb. boxes, ¼c higher, except potato flour)	

GELATINE

Cox's Instant Powdered Geltatine (2-qt. size), per doz.	1 50
Knox Plain Sparkling Gelatine (makes 4 pints), per doz.	$2 00
Knox Acidulated Gelatine (Lemon Flavor), makes 4 pints, per doz.	2 10

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP

Perfect Seal Jars, 3 lbs., - doz. in case	$4.30
2-lb. tins, 2 doz. in case	5.45
5-lb. tins, 1 doz. in case	6.05
10-lb. tins, 1 doz. in case	5 75
20-lb. tins, ¼ doz. in case	5 70

(Prices in Maritime Provinces 10c per case higher.)

Barrels, about 700 lbs.	$0 08¼
Half bbls., about 350 lbs.	0 08½
¼ bbls., about 175 lbs.	0 08¾
2-gal. wooden pails, 25 lbs.	2 60
3-gal. wooden pails, 38½ lbs.	3 85
5-gal. wooden pails, 65 lbs.	6 25

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	$5 95
5-lb. tins, 1 doz. in case	6 55
10-lb. tins, ½ doz. in case	6 05
20-lb. tins, ¼ doz. in case	6 25

(5, 10, and 20-lb. tins have wire handles.)

MOZOLA COOKING OIL

	Per case
No. 1, 24 tins	12 00
No. 2, 12 tins	11 50
No. 8, 6 tins, 7½ lbs. each	20 25
No. 5, 2 tins, 37½ lb. each	30 00

INFANTS' FOOD
MAGOR, SON & CO., LTD.

	Doz.
Robinson's Patent Barley—1 lb.	$4 00
½ lb.	2 00
Robinson's Patent Groats—1 lb.	4 00
½ lb.	2 00

NUGGET POLISHES

	Doz
Polish, Black, Tan, Toney Red and Dark Brown	$1 15
Card Outfits, Black and Tan	4 15
Metal Outfits, Black and Tan	4 85
Creams, Black and Tan	1 25
White Cleaner	1 25

IMPERIAL TOBACCO CO. OF CANADA, LIMITED
EMPIRE BRANCH

Black Watch, 10s, lb.	$1 20
Bobs, 12s	1 00
Currency, 12s	1 00
Stag Bar, 9s, boxes, 6 lbs.	1 08
Pay Roll, thick bars	1 25
Pay Roll, plugs, 10s, 6-lb. ¼ caddies	1 25
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs	1 08
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes	1 12
Forest and Stream, tins, 9s, 2-lb. cartons	1 44

SALMON

The pack this year all along the Coast from Oregon clear through to the northern part of Alaska has been very, very short, with perhaps the single exception of the Skeena River, where there has been an excellent run; but while this helps some, the pack in that river is not sufficiently large to alter the general situation very much.

Alaska, where the big end of the pack is usually made, there is said to be only a third of Reds, Med. Reds, and Pinks.

In these circumstances prices are almost sure to be high for the coming year.

We offer

Libby's Red Alaska	**1s Tall**	**4.35**
Victor Fancy Red Spring	**1s "**	**4.25**
Courtier Fancy Cohoe	**1s "**	**3.75**
Herald Fancy Northern Pink	**1s "**	**2.65**

Send Us An Order

H. P. ECKARDT & CO

WHOLESALE GROCERS

CHURCH STREET & ESPLANADE TORONTO

Field & Co.

(Fruit Merchants) Ltd.

40-41-42, KING WILLIAM ST.
LONDON, E.C.4, ENGLAND

Cables: "Loudly, London."
Codes (Private): A.B.C. 4th and 5th Editions. Western Union and Bentleys.

Direct Shippers

Portuguese Sardines, French Sardines, Norwegian Brisling, Sild, Herrings, &c; Dried Fruits, Currants, Dates, Raisins, Evaporated Fruits; Almonds and Nuts of all kinds, Shelled and Prepared Almonds; Almonlike (substitute for Prepared Almonds); Shelled Walnuts and Kernels; Spices; Rices, Tapiocas, &c.; Confectionery, Chemicals, &c.

Proprietors of

Turban Dates
BRAND BUSREH

IN CARTONS. Cases each 60 nominal pounds

Turban Puddings
COMPLETE

Whole Rice Custard
Barley Flake Custard
Sago Custard
Ground Rice Custard
Tapioca Custard
Semolina Custard

All ingredients in the packet. No Eggs, Sugar or Milk required. A quart of water and a packet of Turban gives a rich milky pudding for six persons. Cases each 6 dozen assorted.

OBAYO REAL SARDINES

The Elite of the Sea

Guaranteed real Sardines, carefully packed in pure oil. Of high grade quality and fine flavor. Attractive gold and blue labels.

Packed in following sizes, 22 m/m. ¼-club. Nominal 10 oz. 12 oz. and 18 oz. All with keys.

Special Quotations upon Application.

Forest and Stream, ¼s, ½s, and 1-lb. tins	1 50
Forest and Stream, 1-lb. glass humidors	1 75
Master Workman, bars, 7s, 3½ lbs.	1 20
Derby, 9s, 4-lb. boxes	1 08
Old Virginia, 12s	1 50
Old Kentucky (bars), 8s, boxes, 5 lbs.	1 25

WM. H. DUNN, LTD., Montreal
BABBITTS

Soap Powder, case 100 pkgs..	$5 65
Cleanser, case 50 pkgs.	3 10
Cleanser(Kosher), cs. 50 pkgs	3 10
Pure Lye, case of 4 doz.	5 95

JELL-O
Made in Canada

Assorted case, contains 4 doz.	$5 40
Lemons, 2 doz.	2 70
Orange, 2 doz.	2 70
Raspberry, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Chocolate, 2 doz.	2 70
Cherry, 2 doz.	2 70
Vanilla, 2 doz.	2 70

Weight, 8 lbs. to case. Freight rate second class.

JELL-O ICE CREAM POWDERS
Made in Canada

Assorted case, contains 2 doz.	$2 70
Chocolate, 2 doz.	2 70
Vanilla, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Unflavored, 2 doz.	2 70

Weight, 11 lbs. to case. Freight rate second class

BLUE

Keen's Oxford, per lb.	$0 24
In cases 12-12 lb. boxes to case	0 25

COCOA AND CHOCOLATE
THE COWAN CO., LTD.
Stirling Road, Toronto, Ont.

Cocoa

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.	$5 25
Perfection, ½-lb. tins, doz.	2 75
Perfection, ¼-lb. tins, doz.	1 45
Perfection, 10s size, doz.	1 10
Perfection, 5-lb. tins, per lb.	0 42
Supreme Breakfast Cocoa, ½-lb. jars, 1 and 2 doz. in box, doz.	3 00
Soluble Cocoa Mixture (Sweetened) 5 and 10-lb. tins, per lb.	0 28

(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. boxes, per lb.	0 41
Supreme Chocolate, 10c size, 2 doz. in box, per box	1 90
Perfection Chocolate, 10c size, 2 doz. in box, per box	1 90

SWEET CHOCOLATE—	Per lb.
Eagle Chocolate, ¼s, 6-lb. boxes	0 32
Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case	0 31
Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs., in case	0 32
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 33
Diamond Crown Chocolate, 28 cakes in box	1 10

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	$0 45
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Milk Croquettes, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb.	0 41
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb.	0 41
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 41
No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb.	0 41
No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb.	0 36
No. 1 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 41
No. 2 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 36
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60

NUT MILK CHOCOLATE, Etc.

Nut Milk Chocolate, ½s, wrapped, 4-lb. box, 36 boxes in case, per lb.	0 46
Nut Milk Chocolate, ¼s, wrapped, 4-lb. box, 36 boxes in case, per lb.	0 47
Fruit and Nut or Nut Milk Milk Chocolates, lbs., unwrapped, 6-lb. box, 5 div. to cake, 32 boxes to case, lb.	0 43
Nut Milk Chocolates, 5s squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box	2 35
Fruit and Nut Milk Chocolate, 2-lb. cakes, each 20 divisions, 3 cakes to box, 32 boxes to case, per box	2 50
Fruit and Nut Milk Chocolate Slabs, per lb.	0 42
Milk Chocolate Slabs, with Assorted Nuts, per lb.	0 43
Plain Milk Chocolate Slabs, per lb.	0 42

MISCELLANEOUS

Maple Buds, fancy, nearly 1 lb., ½ doz. in box, per doz.	$5 50
Maple Buds, fancy, ½ lb., 1 doz. in box, per doz.	2 75
Assorted Chocolate, 1 lb., ½ doz. in box, per doz.	5 50
Assorted Chocolate, ½ lb., 1 doz. in box, per doz.	2 75
Chocolate Ginger, ½ lb., 1 doz. in box, per doz.	2 75
Crystallized Ginger, ½ lb., 1 doz. in box, per doz.	2 75
Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per lb.	0 46
Triumph Chocolate, ¼'s, 4-lb. boxes, 35 boxes in case, per box	0 47
Triumph Chocolate, ½-lb. cakes, 4 lb., 35 boxes in case, per lb.	0 46
Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross	1 15
120—1c. Milk Chocolate Sticks, 60 boxes in case.	0 80

5c LINES

	Toronto Prices Per box
Filbert Nut Bars, 24 in box, 60 boxes in case	$0 95
Almond Nut Bars, 24 in box, 50 boxes in case	0 95
Puffed Rice Bars, 24 in box, 50 boxes in case	0 95
Ginger Bars, 24 in box, 50 boxes in case	0 95
Fruit Bars, 24 in box, 50 boxes in case	0 95
Active Service Bars, 24 in box, 50 boxes in case	0 95
Victory Bar, 24 in box, 60 boxes in case	0 95
Queen's Dessert Bar, 24 in box, 50 boxes in case	0 95
Regal Milk Chocolate Bar, 24 in box, 50 boxes in case	0 95
Royal Milk Cakes, 24 in box, 50 boxes in case	0 95
Cream Bars, 24 in box, 50 boxes in case, per box	1 00
Maple Buds, 6c display boxes, 6c pyramid packages, 6c glassine envelopes, 4 doz. in box	1 90

10c LINES

Maple Buds, 10c, 1 doz. in box, 50 boxes in case, per doz.	$0 95
Medallions, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Lunch Bar, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Coffee Drops, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Milk Wafers, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Chocolate Beans, 10c, 1 doz in box, 50 boxes in case, per doz.	0 95
Chocolate Emblems, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Chocolate Wafers, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Circus Wagons, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Queen's Dessert, 10c cakes, 24 in box, per box	1 80

This week will be

Peach Week

We have fresh arrivals each day of the finest of all varieties for canning. Let us supply you.

Also

PLUMS PEARS
GRAPES
SPANISH ONIONS
SWEET POTATOES
ORANGES BANANAS
LEMONS

The House of Quality

HUGH WALKER & SON
Established 1861
GUELPH, ONTARIO

PEACHES
for
PRESERVING

The season is now on in full blast. Let us know your requirements.

Also

Pears Grapes Plums.

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New Isle of Pines Grape Fruit, Colorado Box Peaches, Pears, and California Grapes.

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TORONTO
Main 6243

Custard that compels custom

It is the fresh, delicate, creamy "home-made" flavour of Freemans Devonshire Custard that has made it so popular in the British Isles.

Oversea Troops from the Dominion who have returned home are bringing with them many links with the Old Country, one of which is a desire to taste again its delicate and unrivalled purity.

It will pay you well to display

FREEMANS DEVONSHIRE CUSTARD

in your store—it is such a ready seller and a very profitable line to stock, also it will enable you to push your canned and bottled fruits to great advantage.

Freeman's Devonshire Custard owes its unrivalled purity and flavour to the ideal conditions of cleanliness under which it is manufactured.

Write for trade terms and particulars to the
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Delectaland Watford,
Engrane

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FOOD PRODUCTS
Watford
182

Brooms

We are pleased to advise the trade that we can now supply our

Standard Brooms

Prompt Shipment

and will be glad to book your order.

Prices ***right.*** ***Quality*** as usual.

Walter Woods & Co.
Hamilton and Winnipeg

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HOUSEHOLD BRUSHES

"Keystone" Household brushes are the right brushes for you to stock and push—because they are the best brushes that can be made for the prices asked.

The housewife appreciates the fact that brushes which hold their bristles will save time and money. You can sell "Keystone" Household Brushes with this assurance, and your customers will depend on your statements when buying again.

For prices, etc., write

STEVENS-HEPNER CO., Limited
PORT ELGIN, ONT.

Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes.

STEVENS-HEPNER CO., *Limited*
– PORT ELGIN, ONTARIO –

Every dealer should have a Display Stand of Cane's Pencils on his counter

A good easy writing Canadian pencil is a necessity to everybody. CANE'S CANADIAN-MADE PENCILS are good easy writing leads and they come to you in a handsomely colored eye-catching Counter Display Stand that sells the pencils without any further bother on your part. And the profit you get on every sale makes the proposition very worth while. Half a gross of nicely colored and tipped pencils for $2.40—to retail at 5c each.

At your wholesalers or direct from

The
Wm. Cane & Sons Co., Ltd.
NEWMARKET, ONT.

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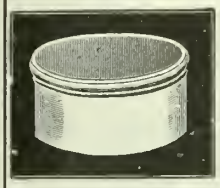

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Limited
Dominion Bank Bldg.
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Best English Malt Vinegar

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Manufactured by
GILLARD & CO., LIMITED
London, England
An English Delicacy of High Repute
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Order from your jobber to-day.

"SOCLEAN"

the dustless sweeping compound

SOCLEAN, LIMITED
Manufacturers TORONTO, Ontario

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Lard is quoted at from 34 to 35 cents per pound this week. This is a very marked decline as compared with a week or ten days ago. It is in sympathy with the generally downward movement in all pork products, and is also partly due to the absence of an export demand. Shortening, too, is quoted as low as 29½c per pound.

---

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¼-INCH CUSHION FILLERS
CORRUGATED FLATS.

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TRENTON - - ONTARIO

COUNTRY MERCHANTS

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Top market prices. Cash payment.
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LONDON, ONT.
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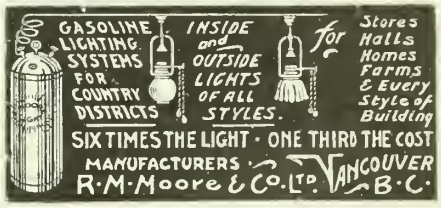
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VANCOUVER B·C·

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SARNIA, ONT.

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Egg Cartons; Special Egg Fillers.
Folding Candy Boxes; also handy Parafine boxes for bulk Pickles, Mince Meat, etc.

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Handpicked or Screened in car lots

Ask for quotations

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These one-inch spaces only $1.60 per insertion if used each issue in the year.

Wanted

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Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where copies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

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WANTED

WANTED — MAN, EXPERIENCED, WILLING, plenty of ambition and pep to increase my business in general store. Apply Box 718, Canadian Grocer, 143 University Ave., Toronto, Ont.

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GROCERY SALESMAN WANTS A LINE FOR Central Ontario. Box 724, Canadian Grocer, 143 University Ave., Toronto.

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ENGLISH INTO FRENCH — COMMERCIAL, Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault, P.O. Box 135, Station B, Montreal.

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Box 660, Canadian Grocer
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IN ANY SIZE QUANTITY

JUTE - SUGAR

BAGS

AND COTTON LINERS.

E. PULLAN

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Montreal, Can. Dorchester, Mass.
Established 1780

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IS MADE FROM

Parke's Catsup Flavor and Preserver

A concentrated extract of spices which makes the tastiest catsup, with the bright red color of the ripe tomato.

No Additional Spices Required

Retail price 25c per bottle. One bottle is enough for a bushel of tomatoes.

Wholesale Price : $2.25 per doz.; $27.00 per gross.

PARKE & PARKE, LIMITED
Macnab St. and Market Sq., Hamilton, Ont.

FOR SALE

FIRST-CLASS STOCK OF GENERAL MERchandise, also buildings, store, warehouses and dwelling; stock invoices about $12,000; will reduce to suit purchaser. Box 732, Canadian Grocer, 143 University Ave., Toronto, Ont.

FOR SALE — TOLEDO COMPUTING SCALE, weighs up to 30 pounds, practically new, worth $170. Will take $95. Apply R. O. Smith, Orillia.

FOR SALE—NEW 200-ACCOUNT BARR REgister, $100; cost $120. Has not been used. Box 730, Canadian Grocer, 143 University Ave., Toronto, Ont.

FOR SALE—ONE SET GURNEY COUNTER scales in good condition; capacity one hundred pounds. Price, twenty-five dollars. Thos. W. Sword, Maple Lake Station, Ont

ANY FIRMS BUYING POTATOES IN CAR lots will do well to communicate with Prior Bros., merchants, Portage la Prairie. Man.

AGENCIES WANTED

MANUFACTURERS' AGENT AT VANCOUver, B.C., well established and thoroughly equipped desires to represent an Eastern Canadian manufacturer for British Columbia, placing business exclusively through the wholesale trade. Advertiser's name, address and bank reference may be secured by applying to Box 728, Canadian Grocer, 143 University Ave., Toronto.

A WINNIPEG BROKERAGE FIRM WITH live wire representatives calling upon wholesale and retail groceries is open to consider several agencies. General Sales Manager now in Toronto, where he will be till October 1st. Apply Box 734, Canadian Grocer, 143 University Ave., Toronto, Ont.

WANTED

AGENCIES FOR

Butter, Flour, Cheese, Oats, Beef and Dried Fish, Pork Products.

Area: Guiana and West Indies

A. H. ROBERTS

GEORGETOWN DEMERARA

COLLECTIONS

By a competent organization which is wide-awake to the necessity of having these leakages stopped.

We can handle this proposition in a proper business like manner and guarantee satisfaction to all concerned.

Nagle Mercantile Agency
Laprairie (Montreal) Que.

EVERYWHERE
NO COLLECTION
NO CHARGE
EFFICIENT
RELIABLE

More Business This Fall!

LET your Provision Counter be the principal point of interest in your store. Make it so bright—so enticing—so good to look at—that everybody who comes in will feel constrained to buy something!

Davies' Quality Products are just the lines to help you make a good, tempting display and build up more and bigger sales.

Show a good assortment of Davies' Fresh Cured and Smoked Meats, Sausage, Pure Lard, "Peerless" Shortening, Pork Pies, Pork and Beans, "Peerless" Pickles, "Glengrove" Butter, Eggs and Cheese—all genuine quality products that make pleased customers and keep your salesmen busy.

We shall be pleased to quote you prices on any of these products—or if you would like one of our travellers to call, drop us a post-card saying where you are located and we'll be glad to make your acquaintance.

Davies' Quality Products are used in a large number of the best Canadian homes. Dealers who handle these products are building up good reputations in their localities.

Davies Quality Products are "EASY to SELL but HARD to BEAT"

THE WILLIAM DAVIES COMPANY LIMITED

TORONTO

Montreal Hamilton

"My Bank account is looking healthier---the Dayton's work"

Thousands of progressive grocers all over Canada are able to make this remark. Why not you, too? Why should you give away the small fraction of net profits that belongs to you or your family? You do it every day with an old-fashioned, inefficient scale. You do it every day or your clerks do in trying to make mental price calculations. Cut out all of this waste. Get a Dayton Scale. It shows every fraction of every ounce of all the goods you weigh. It makes instantaneous price calculations which gets you the last fraction of a cent.
The Dayton Scale is Right—it is made in Canada—we make them to suit every kind of business.

Get ready for a big Fall and Winter business. Get your Dayton Scale now. Write to-day for our complete illustrated catalog.

Dayton Computing Scales

FRANK E. MUTTON, Vice-President and General Manager

Royce and Campbell Avenues, TORONTO

Also at MONTREAL, WINNIPEG and VANCOUVER

Division International Business Machine Co. Also makers of International Time Recorders and Hollerith Tabulators

CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIII PUBLICATION OFFICE: TORONTO, SEPTEMBER 19, 1919 No. 38

The great value of Bovril as a body-builder will be featured in our advertising to the public this season and to enable our trade friends to couple up their selling forces to that work, we have prepared an assortment of cards, etc., on the same lines.

A full window display (or a selection of cards only if preferred), will be forwarded prepaid on request.

Bovril is not only a highly nutritious food in itself, but it is also a great aid to the assimilation of other foods.

BOVRIL

BOVRIL LIMITED, 25 and 27 St. Peter Street, MONTREAL

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation.
Copy of report will be sent on request to anyone interested.

Here are "two Winners"

You can't go wrong when you recommend Maroma—"deliciously different" Salad dressing to your customers. Wherever it is introduced it wins instant favor through its piquant flavor.

"MAROMA" is an active seller and a winner of customer satisfaction. Its attractive jar is packed to the brim with salad goodness.

Seldom do you find a product that you can recommend with such sincerity as

Olive Butter

Made from selected olives, spices, pimento and malt vinegar, it has won a host of friends in housewives who desire something "unusually delightful" for sandwiches and salads.

A sample order will prove its popularity.

OLIVE BUTTER
DELICIOUS FOR SANDWICHES SALADS ETC
UNEQUALED APPETIZER
MADE FROM SELECTED PURE RIPE OLIVES, PIMENTO AND MALT VINEGAR
PRODUCED BY E.W. JEFFRESS LIMITED
WALKERVILLE CANADA

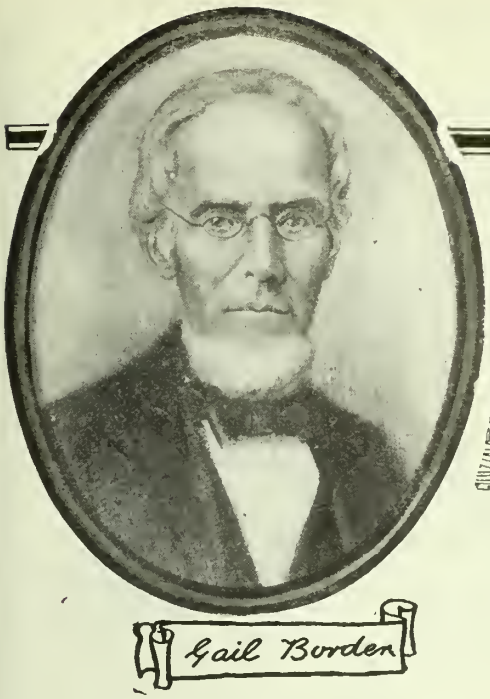
E. W. Jeffress, Limited

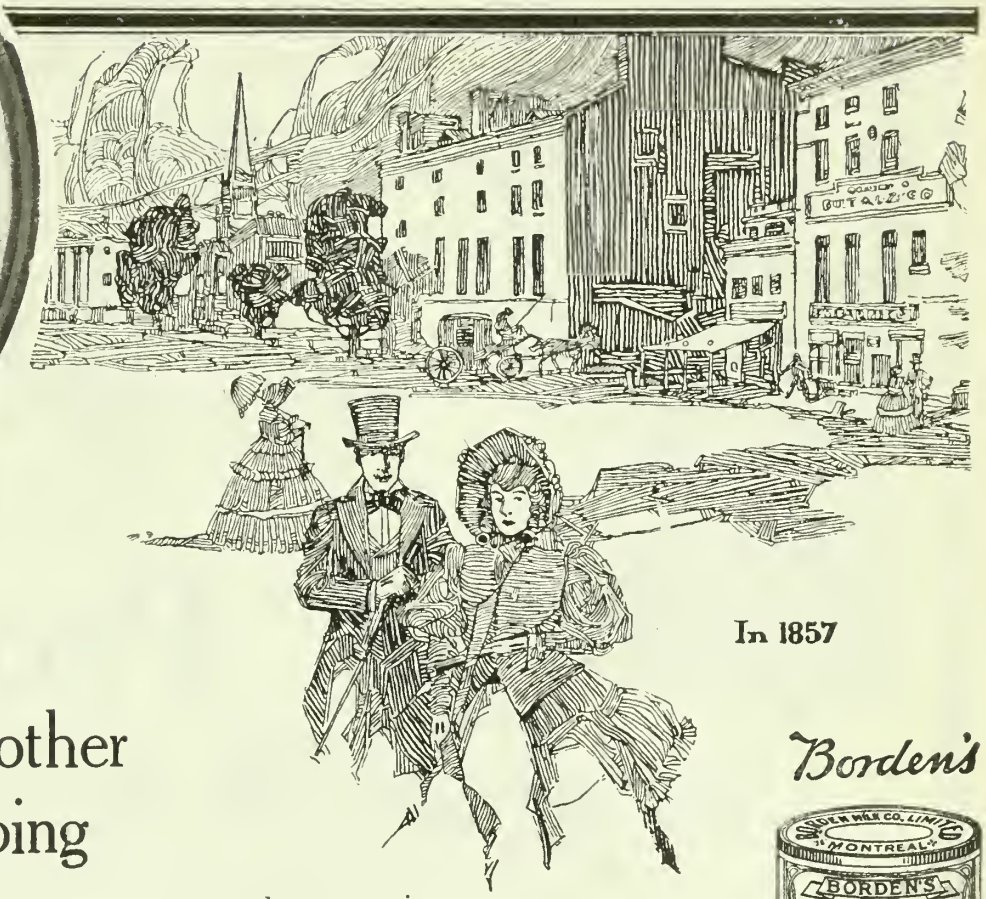
WALKERVILLE, ONTARIO

Distributors:

W. G. Patrick & Co., Limited, Toronto

CANADIAN GROCER, published every Friday. Yearly subscription price $3.00. Entered as second-class matter at Post Office, Ottawa, and as second-class matter, July 5, 1912, at the Post Office at Buffalo, under the Act of March 3rd, 1879.





In 1857

When Grandmother Went A-Shopping

some three-score years ago, she appreciated the helpful suggestions of her grocer just as much as her granddaughter of to-day.

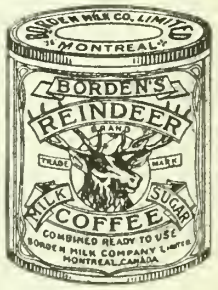
And then, as now, the name "Borden's" was a sufficient guarantee of better quality in milk products. Then, as now, aggressive dealers recognized the selling value of Borden's because they knew that the Borden Milk Products, new to the market then, were all that the manufacturer, Gail Borden, claimed for them.

Since those days Borden's have led. Improved manufacturing methods have so perfected them that to-day they are now recognized as the undisputed leaders in their respective fields.

You should be selling Borden's because the demand is there and is ever growing.

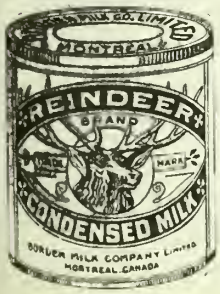
Borden's

Borden's



Borden's

Borden's



Borden Milk Co., Limited

Leaders of Quality

MONTREAL VANCOUVER

WON
THEIR
FAVOR
THROUGH THEIR
FLAVOR

Protect Your Customers
Increase Your Sales

Kellogg's Products

are sold only in the Flavor-Holding

WAXTITE

Moisture-Proof Packages

Kellogg's
Toasted Corn Flakes

Kellogg's
Dominion Corn Flakes

Kellogg's
Krumbles
Shredded and Toasted

Kellogg's
Krumbled Bran
Ready to serve

The WAXTITE Package is your guarantee that you are getting *Kellogg's*.

Made in our kitchens in
TORONTO, CANADA

CLARK'S

Seasonable Specialties

SPAGHETTI

with Tomato Sauce and Cheese

prepared from the finest CANADIAN Spaghetti, the best CANADIAN Cheese and fresh picked red ripe CANADIAN Tomatoes.

CORNED BEEF HASH

Exceptionally appetising. Contains the best of meat and carefully selected vegetables perfectly cooked.

STEWED OX TAIL
STEWED KIDNEYS

Two excellent dishes. Choice material.
Cooked to a nicety. Ready to serve.

SELLERS ALL

W. Clark, Limited **Montreal**

Clark's

By Appointment to H.M. King George V.

From War to Peace

The war restrictions on the shipment of Biscuits having been removed,

Huntley & Palmers Biscuits

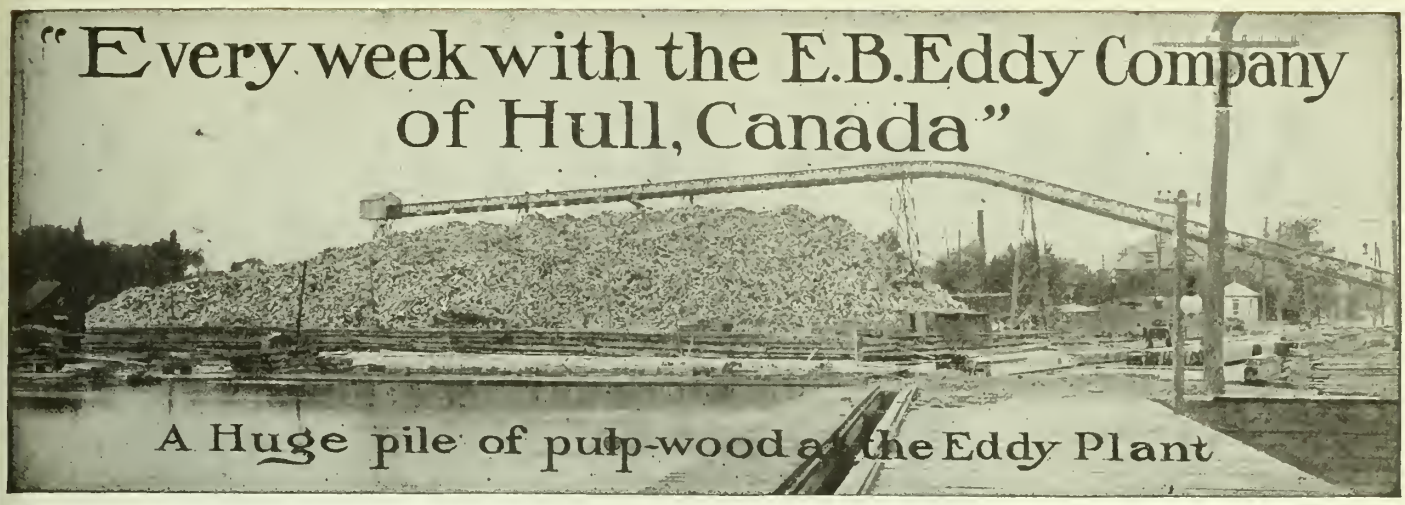
are once again being sent to all parts of the world. They are of the same standard of

Unrivalled Quality

as in the past, and to prevent disappointment, the public should place their orders at once with their usual suppliers.

HUNTLEY & PALMERS LTD.
Biscuit Manufacturers
READING & LONDON
ENGLAND

"Every week with the E.B.Eddy Company of Hull, Canada"



Story for Week Dated Sept. 19, 1919 **Being No. 52 in the Series**

GEORGE H. MILLEN,

President of the E. B. Eddy Company, the Man on Whom E. B. Eddy's Mantle Fell.

Above is a portrait of Mr. George Millen, Business Executive and Inventor, to whose foresight and ability are traceable an immense proportion of the successes of the E. B. Eddy Co. in the past fifty years. He was Mr. Eddy's Chief Adviser and Executive when the founder of the plant was alive. To-day he carries on the great undertaking though well up in years, and though as he says "There are no easy spots in managing a plant of this size." Mr. Millen has twice come within an inch of death, once when he was swept into the "Devil's Hole" as described last week, and once when as a youth he fought at the battle of Cedar Creek in the American Civil War. In that fight a bullet grazed his skull, but he seemed to bear a charmed life, and to-day, hale and hearty as many a man years his junior, he attends to the business of the great company, and every morning visits the principal factories of the plant, seeing to it personally that everything is in order to turn out products up to Eddy standards for the retail trade.

Pointers From The Plant On Eddy Goods

Buy Matches with an eye to full value.

When you buy Eddy Matches you can assure your customers of a generously filled box of sure, safe lights.

Eddy's Indurated Fibreware Pails, Tubs, etc., cannot fall apart or leak. Good grocers sell them, and enjoy profitable business from their sale.

The best is always the Cheapest. Wrap your goods in Eddy's wrapping papers. Qualities to suit all purposes.

Be economical and sanitary. Save laundry bills. Install Eddy's Sanitary Paper Towels in your place of business.

Eddy's self-opening, box-shaped Grocery bag is an Eddy Specialty worth your attention. The Eddy Company make paper bags for all purposes.

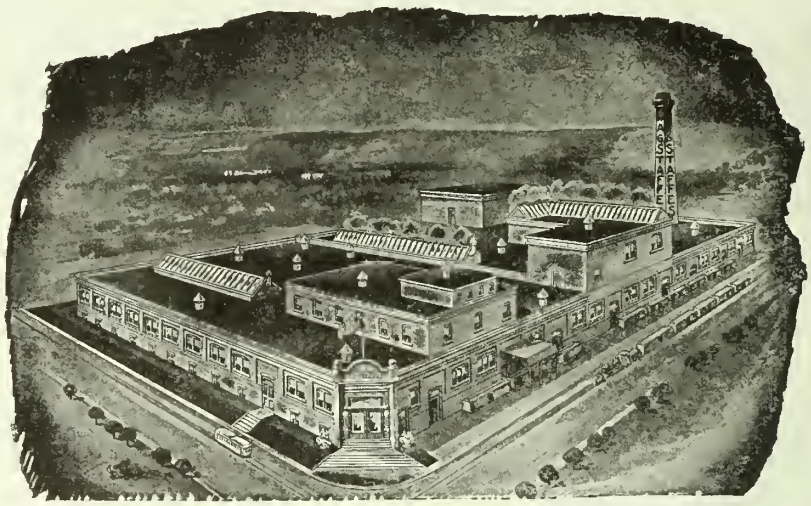
Watch for further articles on interesting manufacturing processes in the Eddy plant. They will appear on this page each week.

WAGSTAFFE'S

New Season's 1919

Lemon
Orange
and
Citron

Caps or Cut Ready for Use.



THE MOST UP-TO-DATE CANDIED PEEL AND CRYSTALLIZED FRUIT FACTORY IN CANADA

WAGSTAFFE'S

Crystallized Ginger, Cherries and Assorted Fruits.

Plum Puddings and Mincemeat.

NOW READY FOR DELIVERY.

Order From Your Wholesale Grocer.

WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON CANADA

Representatives: H. P. Burton, 513 Dominion Bldg., Vancouver, B.C.; Dominion Brokerage Co., Edmonton, Alta.; Dominion Brokerage Co., Calgary, Alta.; W. H. Escott Co., Ltd., Winnipeg, Man.; W. H. Escott Co., Ltd., Saskatoon, Sask.; W. H. Escott Co., Ltd., Regina, Sask.; W. G. Hinton, 89 Marchmont Rd., Toronto, Ont.; H. G. Smith, 386 Beaconsfield Ave., N.D.G., Montreal, Que.; J. B. W. Smith, 708 Waterloo St, London, Ont.; F. G. Knox, Collingwood, Ont; W. S. Clawson & Co., St. John, N.B.; H. M. Wylie, Room 6, Union Bank Bldg., Halifax, N.S.; R. M. Fulton, 7 Duke St., Truro, N.S.; John Rossitor, St John's, Nfld.

It's the largest seller of any soap on the market

PALMOLIVE Soap is growing in public favor every day. Dealers featuring Palmolive have their selling efforts backed by persistent magazine, newspaper and billboard advertising.

There's a good profit on every sale of Palmolive — big enough to make regular displays very worth while.

Are you a Palmolive dealer?

THE PALMOLIVE COMPANY OF CANADA, Limited
TORONTO

(912)

1919 Season Pack
of
Canned Salmon Now Ready

Cover your requirements now

Our Reliable Brands

"Hallbest"
(Small) Red Sockeye

"Hallfancy"
Red Spring

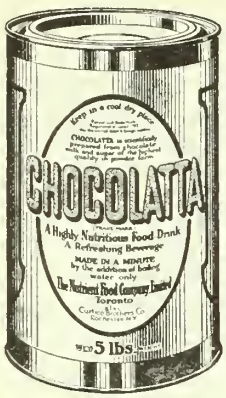
"Hallred"
Red Blueback

Our Reliable Brands

"Hallchoice"
Red Cohoe

"Hallpink"
Northern Pink

"Hallchum"
Choicest Fresh Chum



CHOCOLATTA

"Made in a Minute" is the slogan which explains the great success of CHOCOLATTA. A perfectly balanced food-drink, complete in itself, requiring neither milk nor sugar, and "Made in a Minute" by the addition of boiling water only.

THE NUTRIENT FOOD COMPANY LIMITED
1266 QUEEN STREET WEST
TORONTO

The "Pink of Perfection"

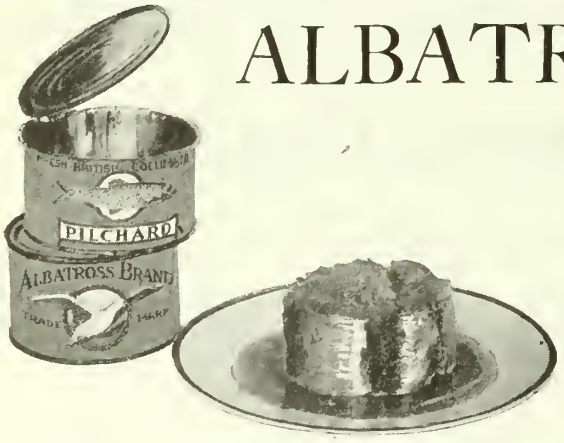
CASCADE SALMON

GOOD, SOUND, WHOLESOME FOOD
EVERY TIN GUARANTEED

Packed in 1lb. tall, 1lb. flat, ½lb. flat

BRITISH COLUMBIA PACKERS' ASSOCIATION
VANCOUVER, B.C.

ALBATROSS PILCHARDS



are SCALED — NO SCALES
TRIMMED --- NO FINS NOR TAILS
CLEANED --- NO ROE NOR ENTRAILS

That's what you can tell your customers when recommending them.

Clayoquot Sound Canning Co., Ltd.
VICTORIA, B.C.

A NATIONAL SUCCESS

RED ARROW
BRAND
BISCUITS

YOUR JOBBER CAN SUPPLY YOU

The National Biscuit & Confection Co., Ltd.

REPEATS

Want More?
You Bet He Does!

You will never fill him up —but you can watch him growing daily in health and vigor when you give him plenty of

Wantmore
PEANUT BUTTER

Economical for so many dainty eatables—make its use regular on your table. It's good for the whole family.

Your dealer has it, and also "Wantmore" Salted Peanuts

R. L. FOWLER COMPANY LIMITED
CALGARY SASKATOON REGINA

No. 4
If you plan on advertising "Wantmore" Peanut Butter locally we will gladly furnish you with suitable cuts.

This is your Ad!

Your advertisement in the sense that you reap a share of the demand it produces if you're stocked with the delicious and nourishing "Wantmore" Peanut Butter.

And this is just one in the series of consumer publicity that we are conducting in your interest. We are eager and willing to co-operate with you in every way to promote your sales of "Wantmore"—the Peanut Butter that always pleases.

If you are not now featuring this popular line, begin immediately. Just try it once—a small stock to begin with. Check it up as a money-maker and see if it isn't worth while to sell.

WANTMORE PEANUT BUTTER

The Finest Spread There is for Bread

R. L. FOWLER & COMPANY

CALGARY SASKATOON REGINA

WALNUTS, BEANS, RICE PEANUTS

DIRECT IMPORTERS FROM THE ORIENT

FUJITA & CO., LTD.

Head Office:
KOBE, JAPAN

VANCOUVER, B.C.

Branches: NATE, YOKOHAMA, TIENTSIN and TSINTOW

REPRESENTATIVES:

Quebec: C. B. Hart, Montreal. Ontario: Lind Brokerage Co., Toronto.

Western Ontario
Manitoba
Saskatchewan
Alberta

DONALD H. BAIN CO.
WINNIPEG

Saskatoon
Edmonton
Vancouver
Regina
Calgary
London, Eng.

HOPS

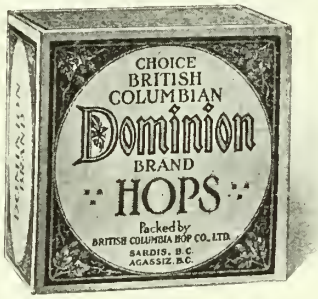
In Quarter and Half Pound
Full and Short Weight Packages

BUY DIRECT FROM THE PRODUCER

BRITISH COLUMBIA HOP CO., LTD.

Ranches located at
Sardis, Agassiz,
B. C.

Head Sales Office:
235 Pine Street
San Francisco,
California.



Largest Hop Growers in Canada

Write for Prices—Samples

Agents: for Western Canada, Donald H. Bain Co., Winnipeg, Man. Ontario: Raymond & Raymond, London, Ontario. Quebec: Arthur P. Tippett & Co., Montreal, Quebec.

DESICCATED COCOANUT

We import direct from our own mills at Colombo, Ceylon, and stand behind the quality of our goods. The prices we quote are rock-bottom. Let us quote you on your next requirements.

Our agents are:

Tees & Persse, Ltd., Winnipeg, Fort William, Regina, Saskatoon, Moose Jaw; Tees & Persse of Alberta, Ltd., Calgary, Edmonton. Newton A. Hill, Toronto, Ont.; E. T. Sturdee, St. John, N.B.; R. F. Cream & Co., Ltd., Quebec, Que.; J. W. Gorham & Co., Halifax, N.S.; C. T. Nelson, Victoria, B.C.

Dodwell & Co., Ltd.

Importers & Exporters

VANCOUVER

Furnivalls

BE A FURNIVALL DEALER

Show and recommend the Fine Fruit Pure Jams that are winning new friends every day because their quality is "different."

Furnivall profits are good.

FURNIVALL-NEW,
Limited
Hamilton, Canada

Canada Food Board License
No. 14-167

AGENTS—The City of Ottawa and the Lower Provinces (except Cape Breton): Messrs. Geo. Hodge & Son, Ltd., Montreal, Que. Ontario: MacLaren Imperial Cheese Co., Ltd., Toronto, Ont. Manitoba: H. L. Perry Co., Winnipeg, Man. Hamilton: J. T. Price & Co. Cape Breton, N.S.: O. N. Mann, Turnbull Bldg., Sydney, N.S.

SNOWCAP PILCHARDS

Delectable and Dainty Hand Packed BY

The Nootka Packing Co., Ltd.

Packed in 1 lb. Talls
and 1-2 lb. Flats
Sold by your jobber

EXCLUSIVE DISTRIBUTORS

Dodwell & Co., Limited
VANCOUVER, B.C.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcement appear on this page.

Squirrel Brand PEANUT BUTTER

BRITISH COLUMBIA

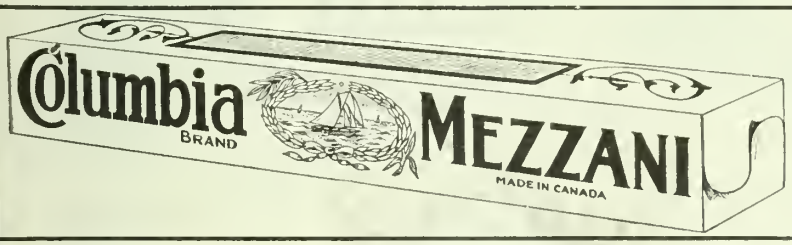
C. T. NELSON
GROCERY BROKER
165 Hibben-Bone Bldg., Victoria, B.C.
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Live men calling on retail trade.
VICTORIA - VANCOUVER.

B.C. Market?
We can place one or two good Specialty lines.
Our firm has back of it a 15 years' success reputation. We have a staff of aggressive salesmen and first-class storage and warehousing facilities.
Write us if you want real representation.
Little Bros. Ltd.
VANCOUVER

PETER LUND & COMPANY
MANUFACTURERS AGENTS
Can sell, and if required, finance one or two additional staple lines for
British Columbia Territory
Interested manufacturers please communicate
505 Metropolitan Bldg. Vancouver, B.C.
Reference: Merchants Bank of Canada, Vancouve , B.C

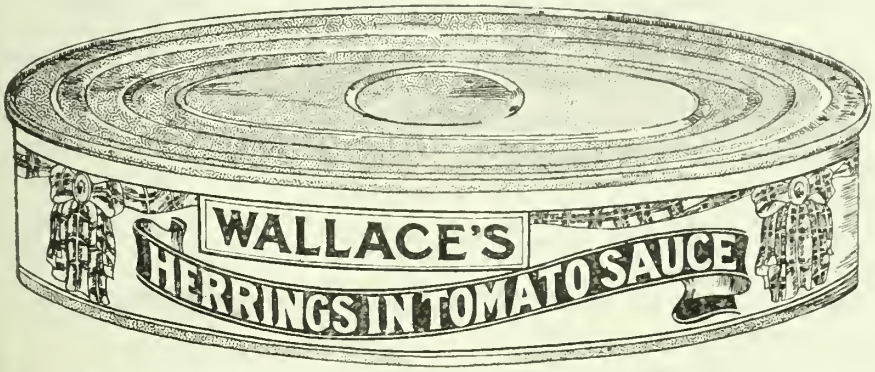
M. DESBRISAY & CO.
Salmon Canners and Manufacturers' Agents
VANCOUVER, B.C.
Our organization is equipped to handle any manufacturers' line.
Our salesmen get results.

FOR REPRESENTATION
in B. C.
VENABLES & MERRYFIELD
525 Standard Bank Bldg. Vancouver, B.C.
Agents for QUAKER OATS CO.
We cover the RETAIL TRADE



MACARONI
The pure food that builds Muscle and Bone at small expense.
The Meat of The Wheat
Manufactured by the
Columbia Macaroni Co., Limited
LETHBRIDGE, ALTA.

WALLACE'S HERRINGS



Like Wallace's Salmon and Pilchards Give Splendid Satisfaction.

Your Jobbers Can Get Them For You

WALLACE FISHERIES LIMITED
VANCOUVER

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN PROVINCES

A. M. Maclure & Co.
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

Wholesale Grocery Brokers
Commission Merchants
410 Chamber of Commerce, Winnipeg
Personal attention given to all business entrusted to us.
Correspondence Solicited. Established here 1900.
GEORGE ADAM & CO.

ALEX. BAIRD LTD.
Manufacturers' Agents
300 Montreal Trust Bldg.
WINNIPEG, MAN.
Correspondence Solicited

C. H. GRANT CO.
Wholesale Commission Brokers and Manufacturers' Agents
810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

W. L. Mackenzie & Co., Ltd.
Head Office: Winnipeg
Branches at
Regina, Saskatoon, Calgary, Edmonton

Macdonald, Adams Company
Brokers and Manufacturers' Agents
Open to negotiate for new lines of Grocery Specialties in Western Canada
502 Avenue Building, Winnipeg

THE McLAY BROKERAGE CO.
WHOLESALE GROCERY BROKERS
and MANUFACTURERS AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

Mention This Paper When Writing Advertisers.

Donald H. Bain Co.

WHOLESALE GROCERY COMMISSION AGENTS

A sales force of competent men.
Ample capital—and the reliability that goes with it.
A record of results—and the prestige that follows it.
An energetic, result-getting organization—with satisfied clients to prove it.
Are all at your disposal if WE represent you.
Every branch a business in itself, directed by capable, experienced managers.
All varieties of Food Products.
If you want results get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER
ALSO AT 60 CHEAPSIDE, LONDON, E.C. 2, ENGLAND

Canada Food Board License No. 6—450

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.

The Largest in Western Canada

We are the largest Storage Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated Warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

Watson & Truesdale, Winnipeg

Have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRI-
BUTION

SIX HOUSES IN WESTERN CANADA

W. H. ESCOTT CO., LIMITED Winnipeg, Man.
W. H. ESCOTT CO., LIMITED Saskatoon, Sask.
W. H. ESCOTT CO., LIMITED Regina, Sask.
W. H. ESCOTT CO., LIMITED Calgary, Alta.
W. H. ESCOTT CO., LIMITED, Fort William, Ont.
W. H. ESCOTT CO., LIMITED Edmonton, Alta.

WHOLESALE GROCERY BROKERS, MANUFACTURERS' AGENTS, IMPORTERS

Consignments Solicited HEAD OFFICE: 181-183 Bannatyne Ave. East, WINNIPEG *Write Us*

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN CANADA

The House *of*

Scott-Bathgate Co., Limited

Founded on Service, Integrity and Reliability. Have an organization equipped to introduce your products in Western Canada.

Manufacturers should write us. Address:

140 Notre Dame Ave. E., Winnipeg

"Always On The Job"

The H. L. Perry Co., Ltd., 214-216 Princess St., Winnipeg

As your Selling Agents, we can make a big success of your Account.

STORAGE DISTRIBUTING FORWARDING

F. D. Cockburn Co., 149 Notre Dame Ave. E., Winnipeg

We represent some of the best manufacturers and will give your line the same attention. From Port Arthur to the Rockies we represent, among other lines, Jireh Food Co., Jas. Epps & Co., Ltd., and Kerr Bros.

ALBERTA

D. J. MacLeod & Co.

Manufacturers' Agents and Grocery Brokers

EDMONTON, ALTA.

Open to negotiate for new lines in Alberta. Our staff calls on wholesale trade and does detail work.

B. M. Henderson Brokerage, Ltd.

106-7 Adams Building, Edmonton, Alta.
(Brokers Exclusively)

Dried Fruits, Nuts, Beans, Jams, Cereals, Fresh Fruits and Vegetables.

Western Transfer & Storage, Ltd.

C.N.R. Carters C.P.R.

DISTRIBUTION - STORAGE - CARTAGE

P.O. Box 666, Edmonton, Alta.

Members of the Canadian Warehousemen's Association

WHEN WRITING TO ADVERTISERS KINDLY MENTION NAME OF THIS PAPER

PACIFIC CARTAGE CO.

C.P.R. Carters

Office: C.P.R. Freight Sheds CALGARY

Distribution of Cars a Specialty

Storage and Forwarding Prompt Service

SAY YOU SAW IT IN CANADIAN GROCER WHEN WRITING TO ADVERTISERS

A BRANCH HOUSE WITHOUT THE COST OF MANAGEMENT

The Regina Cold Storage & Forwarding Co. Ltd.

Regina - Saskatchewan

COLD STORAGE WAREHOUSING CAR DISTRIBUTION

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

T. M. SIBBALD & SON
GROCERY BROKERS
Agent for KELLOGG'S Toasted Cornflakes
Another Agency Solicited
311 KING ST. E. - TORONTO
Storage and Bonded Warehouses

MACLURE & LANGLEY
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

J. K. McLauchlan
Manufacturers' Agent
Biscuits, Confectionery, Jams, Cereals, Grocery and Drug Specialties
45 FRONT ST. EAST, TORONTO
Another Agency Solicited

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

Owing to the high freights prevailing

CONTINUE TO IMPORT

supplies of

SPRATT'S

DOG CAKES
POULTRY FOODS
CANARY & PARROT MIXTURES
Etc.,

through SPRATT'S
PATENT (AMERICA) LIMITED
NEWARK, - NEW JERSEY

SPRATT'S PATENT LIMITED
24-25 Fenchurch St., London, E.C. 3, Eng.

Looking Ahead!

WHEN planning for increased trade in the future, don't forget the little things that count.

Often enough it's the QUALITY in a *5 Cent* purchase that leads to a *5 Dollar* sale.

You may be sure that's one reason why the *growing* Grocery stores sell

OCEAN BLUE

In Squares and Bags
Order from your Wholesaler.

HARGREAVES (CANADA) Limited
The Gray Building, 24 & 26 Wellington St. W., Toronto.

Western Agents: For Manitoba, Saskatchewan and Alberta: W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon: Creedon & Avery, Rooms 5 and 6, Jones Block, 407 Hastings Street West, Vancouver, B.C.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcement appear on this page.

QUEBEC

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO
Canadian Food Control License Nos. 6-236/7/8

THE S. G. BENDON UTILITY CO.
Brokers and Commission Agents
30 St. Francis Xavier St., Montreal
Our Motto: Always at Your Service

JOHN E TURTON
Wholesale Grocery Broker
BOARD OF TRADE BUILDING
MONTREAL

Paul F. Gauvreau
Wholesale Broker
FLOUR, FEEDS AND CEREALS
84, St. Peter Street, Quebec
Am buyer of Peas, Beans, mixed Grain of all kinds. Mail samples and prices. Need big quantities to fill contracts.

For Representation in Montreal
J. C. Thompson Company
209 St. Nicholas Bldg.
We cover the retail trade

J. L. FREEMAN & CO.
Wholesale Grocery Brokers
ROOM 122 BOARD OF TRADE BUILDING - Montreal

MARITIME PROVINCES

GAETZ & CO.
MANUFACTURERS' AGENTS AND GROCERY BROKERS
47-49 Upper Water St., Halifax, N.S.

Established 1889
HOWE, McINTYRE Company
Grocery Brokers, Importers and Manufacturers' Agents.
91-93, Youville Square,
MONTREAL .·. CANADA

AGENCIES WANTED
For Food Products, Confectionery, etc. For the Dominion. Best References.
H. S. JOYCE,
Room 903 Southam Bldg., Montreal

SILCOCK & DREW
Brokers and Commission Merchants
Grocers' Specialties, Etc.
Established 1897
33 St. Nicholas St., Montreal

LET CANADIAN GROCER Sell It For You

Dominion Spring Clothes Pins

An excellent pin that will please the housewife. You can get a supply from any good Wholesale Grocer or Jobber.

The J. H. Hanson Co., Ltd.
244 St. Paul St. West, Montreal

RID-OF-RATS

If we want to feed starving Europe it behooves us to kill off Rats and Mice that destroy foodstuff to the value of about $500,000,000.00 per annum. Use Rid-of-Rats. It is non-poisonous and can be used everywhere. No stench-creating dead bodies. Rodents leave premises before dying. Only patented Non-Poisonous Exterminator in the World. Made only by the Patentees.

Price—15 cents per box, $1.80 per doz., $1.00 per lb. in bulk

BERG & BEARD MFG. CO nc.
100 Emerson Place Brooklyn N. Y.

Mention this Paper When Writing to Advertisers

IT'S A WINNER

A new and "different" porridge oats

Quality Rolled Oats

Made from selected white oats and made at Tillsonburg in our remodelled, pan-dried process mill.

To taste the delicious porridge made with Quality Rolled Oats is to become a Quality Rolled Oats "fan." Every housewife will quickly perceive the "betterness" of Quality Rolled Oats. Just introduce it to your trade. Show them the big Red and Blue package. They'll ask you for it later.

This new seller ready for delivery **now.** Send for a trial stock.

Canadian Cereal & Flour Mills Co., Limited

TILLSONBURG, ONTARIO

Head Office: - - Stratford, Ont.

MARITIME EXPANSION

SIMMS BETTER BROOMS

Business sense—not sentiment—must dictate where your brooms shall be bought.

You would prefer a broom made in an up-to-date factory under ideal conditions to one made by the old-fashioned hap-hazard methods.

Simms Little Beauty broom is a Maritime Product you can be proud of. Little Beauty is the best medium-priced broom on the market to-day. It is six ounces lighter than the average broom. Let a woman hear you say that—she'll feel that you know something. Its full meaning will be apparent to her. That six ounces can make itself felt in a day's work; and when she's hot and tired, it feels like pounds.

The business end of the Little Beauty is full size—it covers the same ground as the heavier brooms. The bigness is where it ought to be, and the stock is strong, sharp and springy. It is designed to do the work and save the woman. The shoulder of the broom is strengthened with extra tension steel wire—it cannot loosen. And then the binding—four seams of the best flax. The broom is BUILT from the inside out—and BUILT from the outside in.

The handle is straight and perfectly balanced. Its smooth piano-finish makes it moisture-proof and it cannot get sticky or blister the hands.

Simms **Better Brushes** are sold in Europe and all over the world. Abroad and at home they hold their own. In every little corner they are doing good work—chasing out the dirt and telling the tale of Eastern Canada's manufacturing success.

T. S. SIMMS & CO., Limited

Makers of Better Brushes and Better Brooms for 54 Years

ST. JOHN MONTREAL TORONTO LONDON

Mr. Grocer

Brodie's XXX Self-Raising Flour will increase your trade and profits. Now is the time to sell this product. Your customers will demand a self-raising flour that will save time, labor and expense.

Brodie's XXX Self-Raising Flour will make delicious pastry, muffins, cakes, biscuits, pies, etc. Try a shipment of Brodie's XXX Self-Raising Flour packed in packages of 3 lbs. and 6 lbs. Popular packages. Popular price.

Shows you a handsome profit. Order to-day from your nearest wholesaler, or write direct to

Brodie & Harvie, Limited
Bleury St., Montreal

Representatives Wanted for Quebec and Maritimes

Highest Quality

WHOLE TOMATO PUREE

(In No. 10 and 5 Gallon Cans)

For Bean, Soup and Catsup Packers

GREENABAUM BROS., INC.
SEAFORD, DELAWARE

Shows Good Profit *Easy to Sell*

Four good lines to handle

Rex Cedar Oil
Rex Floor Wax
Rex Furniture Cream
Rex Washing Compound

Order from your wholesaler

THE REX CHEMICAL COMPANY
20 St. James Street - Montreal
McDONALD & ADAMS Winnipeg
KING & SOUTHCOT Vancouver

Ask Your Jobber for

"STAR" BRAND COTTON WRAPPING TWINE

"Manufactured in Canada"

When in Doubt Try the "Want Ad' Page

Every week this page is being used to splendid advantage by others. If you have something to sell, or you want to buy a business, fixtures or equipment—or maybe you want a clerk, a traveller—try it out.

Two cents per word first insertion, and one cent per word for each subsequent insertion, and five cents extra per insertion for Box No. Payable in advance.

ADDRESS

CANADIAN GROCER - - 143-153 UNIVERSITY AVE., TORONTO

Then and Now
Macdonald Tobacco Factory

1860		1919
Plug Smoking		**Plug Chewing**
Brier		Prince of Wales
Index		Crown
British Consols		Black Rod (Twist)
		Napoleon

Trade Mark Registered

Buy Macdonald's Tobacco in unbroken ten-pound caddies. There are four extra plugs in each caddy of Brier and Prince of Wales. This gives an additional profit to the retailer of from 60c to 80c.

SELLING AGENTS:

Nova Scotia—Pyke Bros., Halifax.
New Brunswick—Schofield & Beer, St. John.
Kingston—D. Stewart Robertson & Sons, Kingston.
Ottawa—D. Stewart Robertson & Sons, Ottawa.
Toronto—D. Stewart Robertson & Sons, Toronto.
Hamilton—Alfred Powis & Son, Hamilton.
London—D. C. Hannah, London.
Manitoba and North West—The W. L. Mackenzie & Co., Ltd., Winnipeg.
British Columbia—George A. Stone, Vancouver.
Quebec—H. C. Fortier, Montreal.

W. C. MACDONALD REG'D.

INCORPORATED

MONTREAL - - P.Q.

"SALADA"

is sold upon merit alone. After 27 years of serving the public we know we have the right idea—QUALITY—QUALITY—QUALITY!!

Wherever 'Salada' goes—Canada, U. S., South America, Europe, Africa or Asia—it is proved that "the public appreciates quality."

Black, Mixed or Natural Green | *Sealed Packets Only* | *Let us co-operate "SALADA," Toronto*

Small's Ltd.

Montreal

Ottawa 1900

Paris 1900

An Old Established Broker *in a* New Territory

Oppenheimer Bros., Limited, are now in Western Canada.

After 12 years of success on the Pacific Coast the well-known firm of Oppenheimer Bros., Limited, are extending the scope of their organization to the fertile plains of Manitoba, Saskatchewan and Alberta, opening five new offices at

WINNIPEG
REGINA
SASKATOON
CALGARY
EDMONTON

making a total of eight offices, extending from New York to Victoria, B.C.

OUR ORGANIZATION

To those acquainted with the parent organization no introduction is necessary, and the same aggressive, energetic and business producing qualities will characterize the prairie offices. In addition a competent staff of retail salesmen are now ready to introduce your goods to the retail trade of Western Canada.

Mr. Ross Richardson
formerly Sales Manager Tees & Persse, will be in charge of Manitoba, with office in Winnipeg.

Mr. Frank Gibbs
formerly Western Canadian Field Representative of Carnation Milk Products Co., will be in charge of Saskatchewan, operating from Regina and Saskatoon.

Mr. Fred J. Green
formerly Assistant Manager Tees & Persse, Calgary, will be in charge of Alberta, operating from Calgary and Edmonton.

Our experience is ready.

Our men are ready.

Are you ready?

Are you getting results?

Are you taking advantage of Western Canada's prosperity?

Are you getting individual attention? —Service?

Write us. We are at your service.

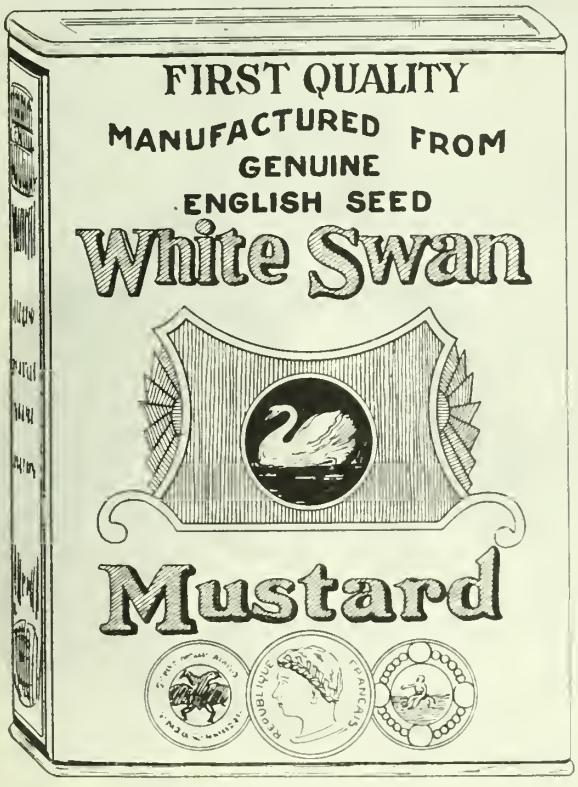
Oppenheimer Bros. & Richardson - - - - - *Winnipeg*
Oppenheimer Bros. & Gibbs - - - Regina and Saskatoon
Oppenheimer Bros. & Green - - Calgary and Edmonton
Oppenheimer Bros., Limited - Vancouver and Prince Rupert
Oppenheimer Bros. & Groth - - New York, U.S.A.

An Exclusive Flavor—

secured by blending more than a dozen varieties of selected teas --- principally strong, rich, full-flavored ASSAMS. There is no other tea just like Red Rose.

T. H. Estabrooks Co., Limited

St. John Montreal Toronto Winnipeg
Calgary Edmonton



WHITE SWAN MUSTARD

" The Mustard with the Kick "

AT last you have a **made in Canada** mustard to offer your customers superior to any other in strength and flavor, and unequalled by the best imported brands. This mustard is winning instant favor wherever demonstrated. Put up in very attractive packages,

¼ pounds—$2.25
½ pounds—$3.50

Why pay fancy prices for imported mustard when you can buy a better mustard at a better price.

Let us send you a sample case to-day.

White Swan Spices and Cereals, Limited
TORONTO, CANADA

THE NEW APPETISER

Delicious Flavour **SAVORA**

Delicate Aroma **SAVORA**

The fact that Savora is made with Colman's D.S.F. Mustard is a guarantee of its goodness.

You can sell Savora with the assurance that it is the very best Mixed Mustard packed.

In cases of 2 doz. large and 4 doz. small.

Savora is made by J. & J. Colman, Ltd., London, and is distributed in Canada by

MAGOR, SON & COMPANY, LIMITED

191 ST. PAUL ST. W., MONTREAL Canadian Agents 30 CHURCH ST., TORONTO

Mr. Manufacturer

These Facts Concern You Closely

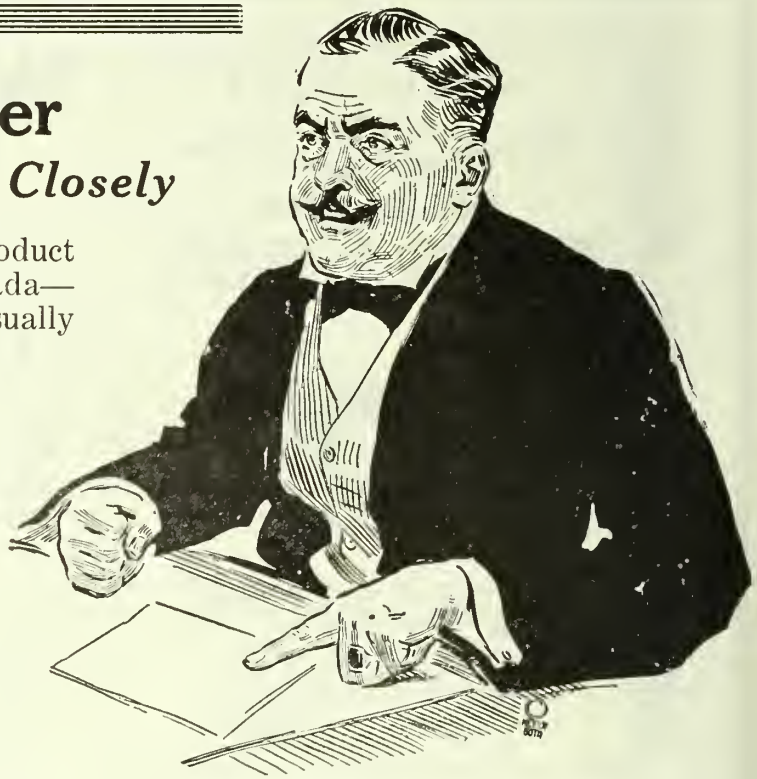
OUR facilities for pushing your product on the markets of Western Canada—from Superior to the Coast—are unusually good.

You naturally expect big returns from your representation in this field and we believe we can fulfill your expectations.

We are purchasing agents for MacDonald's Consolidated Interests and **Our Annual Purchasing Power is Now 15,000,000.**

We handle only First Quality Products.

Write or wire us for your offerings.



The Consolidated Purchasing Co., Ltd

313-319 PACIFIC AVE., WINNIPEG

E. Nicholson, Genl. Mgr.

CANADIAN GROCER

Vol. XXXIII. TORONTO, SEPTEMBER 19, 1919 No. 38

Hot Shot for the Advertising Slacker

AS a representative of the MacLean Publishing Company the writer has just completed a tour of Western Canada, which has taken him to upwards of 100 towns in Manitoba, Saskatchewan and Alberta. He has called on most of the business houses in these towns, and in every case the publisher of the local newspaper. The question of advertising has been discussed with both merchants and publishers from every angle. A critical survey has been made of the display announcements in the various weekly publications.

The outcome of this investigation is the firm conviction that either through negligence or absolute ignorance of modern advertising methods, the merchants of Western Canada are ignoring one of the most powerful weapons they have for combatting the mail-order business.

> "The merchant in the small town is competing against the best bra ns in tle advertising world, employed in getting out great catalogues that are a delight to the eye, with their attractive cover design, their wealth of illustrations, and the cleverly worded and set up announcements that appear on every page. Every page is like a circus bill, to excite the imagination and stimulate a buying impulse that is irresist ible.
>
> "Does the advertising of the home merchant stimulate the imagination? Well not that you could notice, in the average case."

It is almost pitiable to pick up many of the country weeklies and find throughout the stereotyped forms of advertising that have been doing service since the day of the Pharoahs, when they were first chiseled in stone. No punch, no originality, no cuts, nothing spectacular, attractive or compelling. It was in these towns that the merchants said they had little faith in advertising in the home paper, and it was in these towns that they wailed over the disloyalty of the citizens in sending their orders to the mail order houses. With one accord they announced that it was useless to put on a bargain sale in that town.

Editor's Outlook Limited

Incidentally, the publisher of the newspaper was almost as sound asleep as the merchants. Week after week he allow-

Interior of the Arthel Simard store at Cabri, Sask. The table in the foreground is always used for the display of seasonable goods or to display special offerings advertised in the newspaper. An unusually fine feature of this store are the skylights, of which there are two, and which turn an otherwise dark store into a sunlit, cheery place. Mr. Simard's store has grown so rapidly that he was forced to place the extension on the rear from where the steps are shown in the photograph.

ed their advertising to run without change. If they were not enough interested to boost their own business, he should worry. Week after week he accepted their copy wihtout remonstrating with them on the futility of putting in such announcements, or endeavoring—if indeed they knew how, to educate them to more modern methods. Many publishers appear unable to grasp the fact that a merchant who receives returns from his advertising invariably increases his space, becomes an enthusiastic booster for the paper and a permanent fixture in its columns.

> "It is the comment of newspaper publishers in most small towns, that if city stores were to use the advertising methods of the country they would go under in quick order."

The merchants in a town of this kind are competing against the best brains of the advertising world employed in getting out great catalogues that are a delight to the eye with their attractive cover design, their wealth of illustrations, and the cleverly worded and set-up announcements that appear on every page. Every sheet is like a circus bill, to excite the imagination, and stimulate a buying impulse that is irresistible. Does the advertisement of the home merchant excite the imagination? Well, not what you could notice in the average case. Take for instance the big display announcement of a men's wear shop in a Western town. It appears on the front page of the local weekly, and reads like this:

Men's Furnishings
Men's Footwear
Men's Hats and Caps
Men's Clothing
The firm's name
At your service at all hours.

This advertisement had been running for four successive issues. It was practically so much waste space, practically money thrown away. Everybody in the surrounding town and country knew that this store carried these articles. The announcement was run during the month of June when the store was full of seasonable summer goods, but never a suggestion or hint was given of cool garments, of new stock, or of values that made purchasing worth while.

Above this advertisement in the premier position in the paper, top of column, left hand side of front page, was another inserted by the leading firm in town. It bore the caption in heavy type: "Our Ladies' Footwear," followed by the words in 18 point light-face type: "in white canvas or leather will be found comfortable and classy." There followed a straight announcement of various kinds of shoes with their prices. No cut was used in either ad.

City Stores Would Perish Under Similar Treatment

One could go on indefinitely. These are typical of announcements that appear in most country weeklies. Scarcely ever is there anything that will make a farmer's wife jump into her car and come into town, even as city housewives flock down to the big stores every day to be present when some article is to be cleared out at a stipulated hour. As a matter of fact the advertising value of an occasional flyer in genuine bargains is very much overlooked in the country, where special offerings of this kind would undoubtedly lead to large sales of general stock. IT IS THE COMMENT OF NEWSPAPER PUBLISHERS IN MOST SMALL TOWNS THAT IF CITY STORES WERE TO USE THE ADVERTISING METHODS OF THE COUNTRY THEY WOULD GO UNDER VERY QUICK.

In the town of Cabri, Saskatchewan, situated on the Empress branch of the C.P.R., two instances are afforded of effective advertising, in which the Clarion, published by Ross & Penny, was used as the medium. In the case of one of these concerns a special sale was put on by a professional sales company, the other is the story of how one merchant has tripled his business in three years by snappy advertising methods.

$3,000 the First Day's Sale

In the case of the special selling out sale a page announcement was used in the regular Thursday edition, but it was the most "spectacular" advertising page ever used in Cabri. It was patterned after the page ads used almost daily in big city journals, and a copy of it is reproduced on this page. Its most striking feature was the ten-inch cut of a vigorous man, who with clenched fist, appeared in the act of driving home his arguments. Enclosed in a heavy bordered box to the right was the personal statement of the proprietor setting forth his reasons for selling out, and there was the usual announcement of store closing for two days to arrange and mark stock, also the familiar advertisement, "Salespeople Wanted." The advertisement opened with the convincing statement that "This sale will, without doubt, create the greatest selling activity ever seen in this section. Without a question the finest and most complete stock of merchandise in this part of Saskatchewan, and the people here have never seen such bona-fide reductions on everything to wear, eat and use as will be given here when the sale opens."

In the body of the ad. there appeared seven little boxes across the page, reading as follows:

Every trade report brings notice of higher prices of wool and cotton goods, Think!

Nearly every letter we open tells about the advance in prices. Save while you can.

Our advice is to stock up now for next winter's needs. We'll help you save.

Shoe leather is scarce and going up

THIS SALE will, without doubt create the greatest SELLING ACTIVITY EVER SEEN in this section. Without a question the finest and most complete stock of first class merchandise in this part of Saskatchewan, and the people here have never seen such bona fide REDUCTIONS ON EVERYTHING TO WEAR, EAT AND USE as will be given HERE WHEN THIS SALE OPENS
C. A. BALDWIN
GOING OUT of BUSINESS IN CABRI
NOW
SELLING OUT
This $25,000 Stock
Best Grade Men's and Boys' Wearing Apparel, Ladies' Ready-to-wear, Shoes for Men, Women and Children, Piece Goods, Paints, Oils, Groceries, Crockery, &c., at manufacturers' cost and LESS in many instances.
All To Go! Nothing Reserved!
Stock in hands of THE T. K. KELLY SALES SYSTEM, the big merchandise bargain givers for quick disposal.
Store CLOSED THURSDAY and FRIDAY to Arrange and Mark Stock
A Word To The People
MY REASONS FOR SELLING OUT
C. A. BALDWIN
SALE COMMENCES SATURDAY, June 2nd, 1917
Every trade report brings notice of higher prices of Wool and Cotton Goods, THINK!
Nearly every letter we open tells about the advance in prices. Save While You Can!
Our advice is to stock up now for next winter's needs. We'll help you save
Shoe leather is scarce and going up rapidly. Take advantage of these prices
Women who are handy with the needle should be on hand early
The high cost of living gets a jolt her during this sale
Here are many useful things for the home, all at Bargain Prices
Men's and Boys' Wear
Women's Waists
Children's Dresses
Shoes! Shoes!!
Piece Goods
Grocery Department
Comforters and Blankets
Ladies' Dress Skirts
Girls' Middies
Women's Middies
Ladies' Petticoats
Cambric Underwear
Overall Aprons
Ladies' House Dresses
Men's Overalls and Smocks
Ladies' Parasols
Ladies' Underwear
Men's Gloves and Mitts
Corsets
Rubbers and Overshoes
Women's & Children's Hose
Boys' Wash Suits
Silks! Silks!!
Children's Winter Underwear
Curtain Materials
Canned Goods
Toilet Sets
Glassware and Crockery
Fancy China
Earthenware
Window Shades
Furs! Furs!!
Salespeople Wanted
C. A. BALDWIN
CABRI, SASK

A new note in Western advertising introduced at Cabri, Sask.

rapidly. Take advantages of these prices.

Women who are handy with the needle should be on hand early.

The high cost of living gets a jolt during this sale. Here are many useful things for the home all at bargain prices.

The lower half of the page contained a tabulated list of goods offered for sale with their regular price and their sale price.

The sale opened on Saturday, June 2, with a rush, and A TOTAL OF $3,000 WAS TAKEN IN THE FIRST DAY. It was necessary to close the store for another couple of days in preparation for the further selling effort that resulted in closing out the entire stock.

Advertising Draws Trade

Now while it would not be feasible for a country store to adopt tactics of this kind as a permanent thing, the lesson to be drawn from this experience is that the proper kind of advertising draws trade in the country as well as in the city. Had any person told that Cabri merchant that he could sell $3,000 worth of goods in a day by advertising, he would not have believed it possible. The point appears to be that in order to attract attention the small town merchant must adopt unusual methods from time to time. He must put life and fire and action into his announcements if he wishes to arouse his readers to the proper buying pitch. If he could only realize when he puts his advertisement into the local newspaper with a circulation of 500 that he is talking to an audience of over 2,000 people, practically all of them prospective buyers!

Visualizing This Idea

Suppose for instance that he had such a crowd gathered before him, and that he was able to address them through a megaphone, would he adopt the milk and water style that appears in his advertisements, or would he not rather impress upon them with all the force in his command that a visit to his store would enable them to pick up bargains and values such as they had not dreamed of? He would tell them frankly and convincingly of his efforts to purchase goods that would give them service. He would tell them of odd lines to be cleared out, and new goods coming in, and how absurd it was for them to send away to the mail order houses when they could get just as good service at home. He would make his personality and friendship count for something, for sentiment goes a long way in a country district. How long would he hold his crowd if he started in to tell them that "Our Ladies' Footwear will be found comfortable and classy."

Ask the publisher of any country paper and he will tell you that he is almost distracted every week trying to get the merchants to change their announcements. He finds it a hard job to get them to write copy, and he must hound them and worry them continually to help themselves. In too many towns the attitude of the merchants is that the paper is helping to serve the community, and therefore, from a charitable standpoint, should be given a little assistance.

Grocer Nearly Triples Business

But with regard to the second instance of effective advertising at Cabri. Arthel Simard, a general merchant there, purchased his present business three years ago. Prior to the time he took it over the greatest business conducted in any one year amounted to $39,000. Since 1916 his progress has been so rapid that his turnover last year amounted to $89,000. He attributes this largely to his advertising methods, although he has adopted a system of selling groceries in carload lots direct from the track to the farmers at harvest and threshing time, which is another story.

Mr. Simard began his advertising with a six-inch space, but he used that space intelligently to attract people to his store. His advertising from the first has been changed completely from week to week, for as he says an ad. run the second time is stale and the mark of a stale business. He has endeavored at all times to use originality in his captions, and has not been afraid to "boost" himself, his values and business to the limit. He goes by the principle that the man who displays confidence in himself and his store begets confidence in others. He had adopted the slogan: "You generally pay less at Simard's."

The advertisements of this store are patterned after those of the city stores. The articles offered for sale in each department of the store are grouped together and tabulated in ten point type, with the price printed in black. Every article advertised has its price mark, and in many instances there is a brief word of description, such as: "Our prints are all imported and guaranteed fast colors," or "White voile, just the thing for hot weather wear." "lovely pattern," "made of the strongest material," etc.

Mr. Simard has gradually increased his space until he now occupies five columns, 12 inches deep. While his announcements appear in the weekly paper on Thursday, his prices continue during the following week, for there are many farmers who do not get their mail until they come to town Saturday night.

Sincerity Essential

"The country paper is a wonderful medium if it is used right," said Mr. Simard. "Out on the farms the people have plenty of time to read, and if an advertisement is attractive or is designed as mine are to create the impression of lists of bargains they study every word. Even in the heat of summer they watch the advertisements, and I know that I am constantly getting direct results for they come into the store and say: 'I see you are selling ——— for such a price.' The great thing is to be absolutely sincere and honest in advertising. It might be possible to put across a fake once or twice, but a lost customer is the penalty." This merchant says he tries to find time on Sundays to write his advertising, at which time he can concentrate on it, but in any event he takes the utmost pains to have his copy to the newspaper in good time, and planned out in a way to draw trade.

Where other merchants are continually marking up their old stock in accordance with the latest wholesale prices, Mr. Simard believes in taking advantage of his early purchases to announce special bargains. There is no better form of advertising, he says. In July he was selling old stock prunes for $2.00 a case that were then costing him $2.80 wholesale. At certain times of the year, notably in the fall, he takes a half page of space to announce his sales on the track.

Merchandising Cuts Needed

It would seem that the Western Canadian newspaper field was ripe for a cheap service of merchandising cuts. These could either be sold direct to the newspaper or through them to the merchants, most of whom are in a position to pay and pay well. It might be feasible also to supply country newspapers with a small stereoptying outfit for moulding a service of matrices into casts. At the present time there are practically no cuts used whatsoever except in the case of certain implement firms who are supplied by the manufacturers.

It would also seem feasible for some enterprising publisher to supply to country merchants through the newspapers a miniature advertising course, setting forth in one publication the rudiments of the craft, and giving a great number of display advertisements as texts for their own announcements. Any efforts of an educational nature such as this will assist very materially in helping to fight the mail order houses.

Hurry in Ad. Writing Costly

James Penny, one of the proprietors of the Cabri "Clarion," stated the other day that they experienced great difficulty in getting merchants to change their advertising from week to week. In many cases, he said, this was hurriedly done, "just to get it over with," and with results that can be easily guessed. At times, he says, from a purely defence standpoint, they have changed the advertisements themselves on the front page, for they were so glaringly the same as the former week as to rob the paper of freshness. Frequently, says Mr. Penny, the advertiser requests the publisher to make the change as he is "too busy." However, no matter how intelligent a printer may be he cannot possibly be expected to know what the advertiser wishes to lay before his readers. "Advertising space costs money, every inch of it," says Mr. Penny, "and some advertisers may as well throw their money in the gutter for all the good it accomplishes in trying to keep money at home where it rightfully belongs."

One day the proprietors of the 'Clarion' made the proposal to an advertiser that

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Sugar Situation Shows Signs of Easing

Reserves Being Built Up At Atlantic Ports—New Crop Sugar Purchased At Higher Figures

THE sugar stringency that has been a serious factor for some weeks past is showing evidence of moderating. For some time past the receipts at coastal points have only barely met the actual meltings, a hand to mouth business that was bound to mean advances. The latest report regarding receipts show arrivals at American Atlantic ports of 85,526 tons with meltings at 55,000 tons and stocks of 72,958, which indicates that there is slowly being built up a reserve such as is essential to a stable business. At the present time raws are being received in Canada, and several cargoes are reported nearing port. Some of the refineries that had been closed have resumed melting, and within a reasonable extent of time conditions should return to a fairly normal level. There is no indication of any return to the recent stringent conditions. The shortage has reached and passed its crest, and stocks will unquestionably improve from now on. At the same time there is a good deal of debate in regard to the sugar industry. The Board of Commerce action in setting prices has few friends among the distributing agencies affected, and there is a tendency to figure that the business is not worth having. Whether this will develop into active antagonism remains to be seen.

The Refiners' Problem

Unquestionably the refiners are facing a very difficult situation in handling the sugar business at the present time within the limits of price set by the Board of Commerce. They have in the past year made good profits on export business that has enabled them to offset a more limited profit in Canada, and they have now had their Canadian profits limited, and their export business practically forbidden. Moreover, refiners are facing serious increases in raw sugar as they have to meet the prices for the new crop. Peru sugar has been bought by Canadian refiners at $7.25 c.i.f. New York for September shipment, while new crop Demerara has been offered at from $8.00 to $8.25 c.i.f. New York, and Cubas are selling at $6.50 f.o.b. Cuba. With this differences in prices on raw stocks it is very difficult to see how a maximum price of 11 cents to the retailer can be maintained, and it is understood that this is the aim of the Board of Commerce. Moreover, since the decision of the Board of Commerce was made public there has been a further advance in sugar by one refiner, which makes the price of this refinery $11 at Montreal.

There is another factor too, that is of some importance, and that is the contention of the retailer that he cannot handle sugar on a cent a pound margin. That if he does so the deficit must be made up from some other source, and that, therefore, the supposed saving of the one cent limitation of profit for the retailer does not actually represent a saving to the consumer.

MAPLE LEAF MILLING CO. TO PURCHASE CAMPBELL FLOUR MILLS

The Maple Leaf Milling Company have about completed arrangements for the purchase of the Campbell Flour Mills Company of West Toronto, certain details of the sale remain to be settled, but it is believed that the deal will be completed very shortly. The purchase will give the Maple Leaf Milling Company a domestic distribution that they have lacked up to the present, their business having been largely of an export nature, with a certain business in Canada with large bakers and similar buyers.

TORONTO WHOLESALER MOVES TO NORTH OF CITY

Move Gives Color to Report of Change of Location of Wholesale Trade

The report in CANADIAN GROCER some months ago of a proposal that the Wholesale Grocers of Toronto should move to the region of Dupont and Bathurst streets has been given further interest by a deal recently consummated whereby T. Kinnear and Company, wholesale grocers of Front Street East, have purchased a warehouse site from the Irvin Lumber Company on Dupont street west of Bathurst. It is an L shaped property, having a frontage of 180 feet on Dupont street, and 103 feet on Bathurst street, running to a siding. The price paid was in the neighborhood of $50,000. It is understood that the firm intend to occupy this property in the course of a year.

At the time the proposed change was considered the point was raised that this location would avoid the uphill haul incident on all city deliveries from the present section, while it would afford railway siding facilities that are entirely lacking at present. It was admitted that these were important considerations, and the proposal only fell through, because some of the wholesalers were interested in Front Street property, and because there was no one to give a lead in the matter of change. Now that the lead has been given it is very possible that the whole question will be reopened.

CAPE COD CRANBERRIES PLENTIFUL

The Cape Cod Cranberry Association predict a banner crop for this year. The business of picking cranberries has been developed to a wonderful extent in this section during the last few seasons and now furnishes work for thousands of "pickers" each season.

Omer Mahen, general merchant, Longtinville, has been succeeded by J. O. Clement.

Canadian Chocolate in English Market

Canadian Firm Getting Trade That Formerly Went to Germany —Enormous Shipments Monthly

BEFORE the war England imported vast quantities of chocolate from German manufacturers. Now this trade has been handed over almost entirely to Canada, and when shipping and exchange conditions are better, Canada may look to chocolate as very important item in its British trade. Half a dozen Canadian firms have already found a market in England, and one, Willard's Chocolates, Limited, of Toronto, has established an office in London and is directing its own sales. The first shipment of chocolate sent overseas by the firm was bought immediately on arrival by Harrod's, the large London department store. Mr. Harry G. Woods, manager of Willard's London office, has this to say regarding the market in England:

"The quality of Canadian chocolate is evidently appreciated, for to-day the utmost efforts on our part to bring in the goods only supply one-fifth of the demand. Orders come in quantities from France, but we are unable to supply them at present. The French wish us to quote prices in francs, and this at the present rate of exchange is hardly practicable.

"After Sept. 1 we shall get a preference which will reduce the duties now payable. After that date we shall get a reduction of about 12 per cent. on the whole duties payable. At the present time we are importing between 350,000 to 400,000 lbs. a month, and must await an increase of cargo space before we can do more.

"We are able to compete in the British market for three reasons. First of all our production per head of men employed is greater than it is here. Secondly, we have abundant supplies of cream and milk; and thirdly, the cost of raw material generally, including packing cases, paper, and hydro-electric power by which our plant is entirely operated, is cheaper."

Board of Commerce Will Fix Food Prices

Officials of the Board State that Further Increases of Food Prices Will Not Be Tolerated. Will set a Price on All Food Products in Near Future. Sugar Ruling Must Be Obeyed

THE Board of Commerce has been sitting of late in different parts of Canada, W. F. O'Connor investigating conditions in Toronto and Hamilton, and Judge Robson in Winnipeg.

Up to the present time no very definite results have been noted, though if the Board maintains the attitude laid down in certain of the pronouncement it should mean business.

The statement made by Mr. O'Connor in Hamilton recently that:

> "This is not the time for an increase in prices. Prices should go down from now on. In this connection I wish to announce now that all vendors, from the farmer who increases prices on milk or anything else, will be guilty of an indictable offense, punishable by a fine of $1,000 and two years' imprisonment"

is an indication of what may be expected if the decisions of the Board are energetically pressed. Mr. O'Connor's statement to the Toronto Milk Producers that they would not be permitted to arbitrarily increase prices, would seem to indicate that such energetic enforcement is contemplated.

The setting of the profit on sugar is the first definite step toward a setting of price, that, according to Mr. O'Connor's statement, will ultimately take in all food products. The definite statement has been made that such setting of prices is now under consideration, and will become effective as soon as investigations have decided on what will be an equitable price for the various food commodities. Just how serious a matter this will be to the trade can not be known till it is discovered on what basis it is proposed to set these prices.

Must Obey the Law re Sugar

This one fact is clear, that it behooves the grocer to abide strictly by the letter of the law in regard to any prices set by the Board. This Board has exceptional powers and is obviously going to use them. Some merchants who have not considered the sugar price, set by the Board as a fair one, have failed to abide by it, and have been required to appear before the Board. Apart from any penalty that may be imposed, the notariety of such proceedings cannot but be harmful. The set price on sugar is a law, and it is folly for any merchant to tamper with it, no matter what his personal judgment of the merits of the law may be.

Will Honey Prices Be Lower?

Restricted Export Should Be a Big Factor—Apiarists Said to Be Quite Independent—With Surplus From Last Year Tendency Should Be Downward

"WHAT are the prospects for honey supply, and what are the price tendencies?"

In answer to this question, asked by CASADIAN GROCER of a prominent Montreal produce man who deals extensively in honey every season, the reply regarding production was that this was quite large. Figures as to the comparative yield as compared with the season of 1918 could not be secured. But the reports received by this party from individual apiarists in the Province of Quebec were such as to indicate a heavy production. There will be considerable clover honey and much of the dark or buckwheat variety.

There is always a great deal of demand in this section of Canada for honey. It is considered good food. "Honey is a luxury, however, and people will not pay an excessive price for it," said this informant. "When the cost reaches over 30c per comb to the consumer the chances are that he will not buy freely."

It was pointed out that apiarists have been asking ridiculously high prices and that there has been but a limited sale of 1919 honey for this reason. "Unless the prices come lower there will not be a great deal of sale for the product; we will not buy at around thirty cents a pound—which some are now asking," continued the produce man. "And there is plenty of 1918 honey still to be had."

It was observed that the export of honey last season was very extensive and that this condition enabled the producers to hold out for and to obtain a high price. This year there is little sale gor honey to export sources and this will doubtless prove a big factor in the ultimate price levels that will obtain in the Canadian market. There has also been a considerable import of comb honey from the United States, and competition may be expected again from this market.

Comb honey, as already stated, is popular at a price that is not excessive. If the grocer can dispose of it for around 30c per comb for the clover grade, there will be much more sold than if he requires a larger return. The tendencies are ,at present, that a later date in the season will record lower selling prices from the producer than those now obtaining.

Prospects Suggest Lower Hay Prices

CANADIAN GROCER, in speaking this week with large buyers of hay, ascertained the trend of the market for this commodity.

Last year there was a steadily large demand from the United States. A great deal of hay went into the New England States, and it is also stated that much of the supply went over the pond to Europe. This year enquiries have been fewer and there are practically no buyers in here at the present time. It is not anticipated that there will be a great deal of movement southward this year.

There is some movement at the present time to the West. Alberta has even been securing hay from this market, and while the freight rates are heavy it is stated that hay can be purchased here at around $22 per ton and landed in the far, sunny province, so short of this necessary commodity, at an advance over costs here of $14—the arranged freight rate, per ton. Another informant stated that there was a considerable improvement in some sections of the West through the precipitation of recent rains, but that market will still absorb hay from outside.

The farmers are holding out for high prices, feeling that they can get last year's price for their crop. This informant said that they would have to sell for less. He predicted that when the farmer sees the price decline from $3 to $4 per ton he will then sell. This will afford the market large supplies, and this informant believes that the prices will rule around $15 before the close of the present season.

MANY CHOICE TEAS DIVERTED TO UNITED STATES CHANNELS

CANADIAN GROCER is informed that a great quantity of imported India and Ceylon teas have found their way into the United States via Canada. These teas, at shipping points, were shipped with "optional" destinations, it is understood, and the United States market has afforded the sellers a greater return, so that the movement to the States was accelerated, and has been accelerated of late. The better grades of teas are those, it is said, in which the trade has been heavier. Canadian buyers have been able to secure what they require of various teas, and receipts of the medium grade teas have been reasonably large.

B.C. Retailers Meet in 2nd Convention

Dealers From All Parts of Province Gather to Discuss Subjects of Vital Import. Some Striking Resolutions Passed

IN the Observation Parlor on the 14th floor of the Vancouver Block, with the panorama spread before them of the entire city of Vancouver, the busy harbor with the steamers coming and going to all ports of the Orient, backed by the snow-capped mountains, the second convention of the B.C. Retail Merchants' Association opened at 10 o'clock on September 8th, 1919.

Accredited delegates representing all the outposts of the Association in B.C., with one or two exceptions, responded to the roll call.

T. F. McDowell, Provincial President, was in the chair.

W. A. Moore of Silverdale, brought up the question of cartage on country shipments, claiming that whereas the jobbers in Vancouver would deliver free to many parts of Vancouver, they would not deliver free to the railroad depots when the out-of-town merchants ordered forward their requirements.

Another delegate complained that several tobacco, knitting and other jobbers made special prices to favored retailers.

There was some discussion by delegates from Duncan and Port Alberni that the Soldiers' Settlement Board, in erecting buildings for the soldiers, instead of buying their hardware and groceries from the local merchants, bought in the big centres.

It was also brought up that the collection of fees be discontinued in connection with the inspection of Weights and Measures.

Prince Rupert also reported that they had attempted to close up several fruit establishments who were open after the other merchants were compelled to close every evening, and expose for sale articles that otherwise could be procured in the stores that were closed. The magistrate dismissed the case, classifying fruit vendors as refreshment houses.

It is proposed to amalgamate the three Vancouver Societies, viz.: The Butchers' Association, the Grocers' Association, and the Vancouver Branch of the Retail Merchants' Association into one association.

The treasurer's report was read and adopted.

The President Tells of Year's Work

Calls Attention to the Inauguration of a Co-operative Fire Insurance Plan. Certain Advertising Schemes Condemned —The Advertising Trade.

AS President of the British Columbia Board I wish to deal with the present and the future more than referring to the past in my report to you for this, our second annual convention. It gives me great pleasure to mention a few items during my tenure of office. I can assure you that my enthusiasm in association work (which after all is the best medium of helping my fellow-merchants) has never slackened since I assumed the chair at the birth of the board on March 1st, 1918.

In association work there is no one merchant, no matter how popular he may be in his community, no matter how much time he devotes to the work, no matter how brainy or what foresight he may possess, can spell success—sucesss of the association is attained by the co-operation of every merchant that signs his membership card. Kipling wrote during the war this verse:

> It ain't the individual,
> Nor the Army as a whole,
> But the everlasting team-work
> Of every blooming soul.

So you can see very plainly, gentlemen, that this convention here assembled must be team-work. You, the accredited delegates from the branches of this board, and the individual members, hold in your power the future success of this association in British Columbia.

This is your convention. This is the place to straighten out sixes and sevens—the place to construct and the sphere of the convention should be sweet and wholesome. We cannot have team-work if we yap out a lot of destructive criticism. We invite criticism, but let it be constructive. I have said this about the members,

The Secretary Can Help

May I refer briefly to the Secretary's office. The duties of this office is the key to the whole situation. We as merchants can build up and find material. Your executive can plan and direct the work to be done from the merchants' standpoint, but the carrying out of the details rests with the secretary. Every branch in this province should use the office to the utmost. It is encouraging for the executive to have enquiries to come in. Country and town merchants have problems different to larger centres, and the secretary invites confidence in order to assist in your difficulties. I believe the association is large enough for a budget which will pay a secretary a remunerative salary. There is a tendency to run the office on a cheap plan. I say dig down and pay, and I will go on record as saying you will get results.

We have a spirit for association work in this province greater than ever before. Now provide a 1920 budget large enough to give a secretary a respectable salary. He is a paid official and often his enthusiasm and tenacity is dampened when pay day comes. During the past year I had the pleasure of visiting the branches of Chilliwack, New Westminster and Nanaimo. All of them I found not only enthusiastic in association work, but having a good amount of community spirit. In my address to these branches I touch on two subjects. First, the need of the retail merchants' activity in municipal government in his community; secondly, the Oriental in British Columbia.

The Co-operative Fire Insurance Move

The months of November, December and January were trying months on account of the flu epidemic, but early in February we took up fire insurance with the Northwestern Mutual Fire Association with a view to cheaper fire insurance for our members. We looked with envy at some of our brother merchants across the line, sharing in that $2,500,000 returned premiums which the policy-holders enjoyed from this company in seven years. To be brief, we have a service for you to-day with this company known as the Retail Merchants' Fire Underwriters' Agency of British Columbia, and you, gentlemen, can share in the dividends to the extent of 30 to 45 per cent. of your premiums.

We had considerable correspondence with the Canada Food Board. Flour and food dealers were being unfairly treated, and as a result of the association's activities, many of these unfair regulations were amended.

I made two trips to Victoria with your secretary to the Private Bills Committee in connection with the Vancouver business tax. While this was purely a local affair, both your secretary and myself could see the danger of allowing this bill to proceed without our protest, and while it went to the House for debate we feel that our association shares in no small degree the honor of defeating that bill.

The Auto Contest in B. C.

One morning in March we discovered a get-rich-quick artist in Vancouver. Yes, he hit Vancouver because in a large city they can arrange their preliminaries and get a start. He visited our office with a view to sizing up the layout, and left an odor, and Corley had a hunch something was wrong. Later on in the day the secretary discovered that the visitor of the morning was no other than one of the principals of the Auto Contest Co., of whom we had been warned by the Saskatchewan Board. The Provincial Executive immediately took steps to notify the various branches and individual members of this scheme, advising them of the unsatisfactory results obtained by the Saskatchewan members. Vancouver merchants at this time did not have a branch, but certain merchants came forward and gave their support to suppress the scheme. Our association laid information with the Vancouver police. The Auto Contest Co.'s office was raided, and everything seized. The case was contested in the Police Court, and after a stiff fight two of our largest merchants were fined $50 and costs for violating the Trading Stamps Act. An order was issued by the Vancouver police for the arrest of the principals of this scheme, but to date neither of them have shown up in Vancouver. The merchants were saved many hundreds of dollars, and I want to emphasize right here that your secretary, Mr. Corley, deserves great credit for his ability in handling the case for the association.

The Danger of the Oriental Trader

As your representative I attended the Industrial Commission held in Vancouver. Their queries were very much on the high cost of living. I seized the opportunity to tell them of the unfair Oriental trader, reminded them that British Columbia is the Mecca for such a people, and for them to remember this when making their report to the Government.

It became necessary in June to call representatives from several of the branches to talk over the congested condition of the office. It was apparent that the service to members was unsatisfactory. The situation clearly showed that too much work was piling up on the secretary; also, that in order to continue association work in this province Vancouver must be organized. Greater membership must be obtained, and Vancou-

ver was the most logical place to tackle first. The result of this conference was that your executive withdrew the organizer from outside and loaned him to the Vancouver branch for a period of three months. The achievements of this venture will be shown in the organizer's report.

I would like to dwell more on other subjects, but I feel that the present and future deserve space in my reports. The French in Napoleon's time contemptibly spoke of the British as a little nation of shopkeepers. Are you not proud that you are a shopkeeper, for Britain has led the way in the character of her trades people? To-day our country is flooded with Orientals and Southern Europeans. They are forming a large section of our commercial community. Their standards of living, their character of trading, is un-British. We must face this situation and deal with it now. Their emigration must be limited.

Britain has vested this power with our Government. We must have an association from the Pacific to the Atlantic and act with a united front on a policy for a white man's country. Canadians fought and died for Canada in that awful conflict in Europe, and while commercial life was disorganized this Province had a very much larger Oriental population to deal with than any other province in Canada, many of them enjoying the business of those who had gone to the front. What is the result? Orientals here, there and everywhere in business, and patronized by our own Canadian people, who pressed by the high cost of living trade with the Oriental on account of price. The Government must bring up the Oriental standard of living or limit their activities, for the Occidental cannot trade on the same level.

In closing I want to emphasize the need of greater association work in this province. I refer to taxation. Canada has a tremendous war debt, and it is still climbing. The greatest financiers of our country are at their wits' end to know how to collect taxation on a fair and equitable basis. We all want to pay our share, but the retailer has no means of entering a protest against unjust taxation, unless he is organized.

The Retail Merchants' Association of Canada is the machinery. The officers of this association are big men, men who live for their country, men who give their time freely and without price. Surely this democratic principle warrants the support of the individual merchant.

I trust this convention will be a great success. It rests with you to make it such. Your Executive Board has not had conditions as rosy as it may appear, but we have arrived at a psychological period in our association. Let us pull together.

Convention committees were named as follows:

Resolutions—J. H. Ashwell, Chilliwack, M. J. Phillips, New Westminster; Geo. H. McRobbie, Vancouver.

Reports—H. Murphy, Nanaimo; B. S. Ross, New Westminster; F. Y. Cox, Port Alberni.

OFFICERS FOR THE NEW YEAR

The following officers were elected for the coming year: President, G. H. McRobbie, Vancouver; First Vice-president, M. J. Phillips, New Westminster; Second Vice-president, Harvey Murphey, Nanaimo; Treasurer, Dayrl H. Kent, Vancouver. Secretary will be appointed by joint action of the B. C. executive and the Vancouver Branch executive, when formed, as he will occupy the secretaryship of both offices.

Finance—Mr. Jacobson, New Westminster; R. H. Ormand, Nanaimo; R. Fox, Chilliwack.

Resolutions on Various Subjects

The Resolutions Committee brought forward the following resolutions:

This convention of the British Columbia Branch of the Retail Merchants' Association goes on record as protesting against the Government's action in putting an embargo on foreign sardines, etc. In the judgment of the convention there is a legitimate demand in Canada for the very best sardines, and that these should be procurable wherever located.

Also the convention asks that the onus in connection with the Food Board's regulations should not be borne by the retailer, but should be borne by the manufacturer. The secretary pointed out that within the last week several prosecutions had been made by the authorities in Vancouver of various merchants in connection with the sale of maple syrup. Of this particular commodity, it is pointed out, that the maple syrup is bought by the retailer in good faith as pure maple syrup, labelled as such, and in some cases the local representatives have letters from their principles assuring them that the product is all that it is labelled to be. In other words, after a retailer has satisfied himself to the best of his ability that the product is a bona fide article, he can still be summonsed into court, his name coupled in the newspapers with the selling of adulterated goods, and in the cases referred to the merchants having to pay a fine approximating $50 each. The complaint of the pure food inspector in this case was that the maple syrup contained a solid matter in small quantities which pure maple syrup is not supposed to contain.

The Government apparently on various occasions informed the retailers that if they wish to protect themselves they should procure a special warranty form signed by the jobber in connection with any goods that the retailer buys from the jobber, and on which he wishes to be safeguarded. The secretary pointed out that in order to be protected the retailer would require to have from his jobber a special warranty form for every single item of every single delivery made to his store. He also pointed out that it had been suggested that the said form be either printed on the back of all the jobbers' invoices, or affixed thereto with a rubber stamp, so that if exception were taken at any time to any line of merchandise the retailer carried in good faith, he would simply have to turn up the invoice for it and be protected by the warranty form on the invoice. This proposition was made to the authorities at Ottawa and met with their approval, but when the proposition was made to the wholesalers in Vancouver they refused to accede.

At this point one of the delegates amused the meeting by recalling how in one small town, when he was having hot cakes and maple syrup, he questioned the waitress as to whether the syrup was absolutely pure maple syrup. The waitress was highly indignant, and exclaimed: "Pure, I should say it is! We make everything on our own premises."

This convention urges upon the Dominion Executive the greater need of an amendment to the Food Adulteration Act whereby the retailer and the public receive better protection.

The convention committee brought in a resolution which was adopted, to the effect that the Provincial and the Vancouver Branches should be combined in one office with a joint secretary, and such help as should be found necessary, the expenses to be equally divided.

Also that the office of secretary be left open for the incoming executive to have a conference with the executive of the Vancouver branch as to the appointment.

A budget of $5,000 was presented for the secretarial work of the two branches, making the expenses $2,500 apiece.

Also, the incoming executive will be requested to ascertain from Mr. Corley whether there is any commission due to the provincial office for the increased advertising since the B. C. Retailer was made the official organ of the Provincial Association.

Percy Shallcross, past vice-president of the Board of Trade, welcomed the out-of-town delegates to the city, at the luncheon tendered by the Vancouver Branch and held in the banquet room of the Hudson Bay. In the course of his remarks Mr. Shallcross stated that a convention such as the present one was a movement greater than simply trade interests, but was a move for the good of the community, for the backbone of the community was the retail tradesman. He stated that at a time when every link in the merchandising chain was attacked with destructive criticism, there was one thing sure, that the manufacturer, and the retailer would always be in business. Each guest was asked to rise to his feet in turn, and state his name, his home town, and the

A group photo of the delegates to the British Columbia R.M.A. Convention, the figures marked are as follows: 1. G. H. McRobbie, new president; 2. D. H. Kent, new treasurer; 3. T. F. McDowell, retiring president; 4. G. A. Howker, retiring treasurer.

nature of his business. The company was amused when one druggist rose to his feet in turn, and after his name and business mentioned "two stores." Not to be outdone, a grocer shortly announced "three stores," and a Vancouver druggist then rose and announced "seven stores, nine telephones." It was generally conceded that the first man doesn't have a chance in an assemblage of this nature.

T. F. McDOWELL,

The retiring President of the British Columbia R.M.A., who presided at the Convention.

Discriminating Between Retailers Causes Hard Feeling

The temper of the convention was very pronounced in regard to certain manufacturers, who were named, who, it is stated, discriminate between retailers in various centres, selling one at wholesale prices and another at manufacturers' prices. The plans outlined in case these manufacturers cannot be made to see the light will undoubtedly achieve the desired result.

Considerable discussion was occasioned by a resolution presented dealing with the Soldier Settlement Board buying entirely in large centres, to the loss of the merchants in the districts where the dwellings are being erected. Many merchants contended that as the Government was buying in the cheapest market, the greatest good for the community as a whole would be attained. This view would have been unanimous had each delegate present felt assured that the whole saving in every case would go to the soldier. Premier Oliver in addressing the Rotary luncheon stated that when the Government spent money they got about fifty cents' worth for every dollar—that the other fifty cents was simply lost between places. It was stated that the hardware men in the province had taken strenuous exception to the Government's action, and that the actual case should be looked into by the incoming executive. It appears in cases of this kind that clothing men are very patriotic when the Government is buying groceries, and grocers can view with equanimity the Government handing out to discharged men $35 worth of ready-made clothes, but in our recollection there is great exception taken to the Government going into competition to any retail business by the trade concerned, and rightly so.

Discussion of Garnishee Act

A resolution was also drafted asking the Dominion Executive to get an amendment to the Garnishee Act making civil servants on the same status as any other delinquent.

A resolution was also presented asking that the charging of fees for the inspection of weights and measures be abolished. It was pointed out that the accuracy of scales was just as much an advantage to the retailer as to the public. It is worth a fee to have the onus off the grocer, and make the public feel that weights and scales are not matters of suspicion.

It is also complained that the present British Columbia Garnishee Act is absolutely worthless for the purpose. It exempts $40 of a delinquent's pay from garnishment, and does not state whether per month or week. When the common usage was to pay by the month it was possible to recover a debt by garnishment. Now when a man is paid fortnightly, or often weekly, and $40 is exempt from whatever is due, in most cases the whole wage is covered. A man might be paid $40 per week and be paid weekly, and not a cent could be garnisheed. As this law works as a protection and encouragement to the dead beat, it is asked that the Attorney-General be again asked to draft up an improvement. This matter was brought to the attention of the Attorney-General's Department more than a year ago, and the Attorney-General expressed himself as quite in agreement that the present Garnishee Act does not function, but nothing has been done.

Freight Rates Considered

The matter of high water freight rates in British Columbia has been discussed at various times. The various steamship companies at present operating between the mainland and Vancouver Island, as well as on the lakes in the interior and on Fraser River, have been approached for revision of tariff at many times without avail. It would be gathered that the Fraser River rates, having to meet the competition of the B. C. Electric and the C.P.R., are most reasonable—the others may be judged from the statement of one delegate from Vancouver Island, "It costs twice as much to ship freight to Nanaimo, forty miles across the gulf, as to bring freight eighty miles down the Fraser River. This is a rate four times as high. There is no competition with the boats across the gulf, and the matter does not come under the jurisdiction of the Railway Board. Whether it comes under the new Public Utilities Commission will be ascertained, otherwise the Dominion Executive will be asked to request a special board appointed to take care of water freights in British Columbia.

Foodstuff Handlers to Be Physically Sound

A far-reaching and sorely needed service is covered by the following resolution:

"Resolved, that all persons handling foodstuffs be compelled to undergo an examination satisfactory to the city health officer; failure to undergo satisfactory examination being grounds for refusal to grant a license to operate."

If the various foreign peoples in our Dominion are not particular as to the handlers and handling of the food they eat, they should be compelled to observe our standards when they have anything to do with the food we eat.

Certain statements which appeared in the B. C. Agricultural Journal were deemed to reflect unfairly on the retail trade. A resolution was made that the attention of the Minister of Agriculture be drawn to the article in question, and an apology and correction made.

It is the habit at this time for various privately-owned papers to permit their wordsmiths to make gratuitous attacks on the retailer—probably because popular prejudice requires a goat—and the wholesaler and the manufacturer are never in a position to cross the consumer. It is not thought the province of a Government paper to attempt to discredit any branch of the present merchandising system.

The Secretary's Report

IN submitting my second annual report for your consideration I shall endeavor to be brief and to the point. I realize that there is a great deal of work before you and that some of the subjects, especially that of the treasurer's report, will require your closest attention and earnest consideration. I mention the treasurer's report now because it is my opinion that his report is by far the most important subject to be considered at this convention. The future of your association depends directly upon your action in connection with it.

To commence with, I wish to submit a few statistics. The membership of the British Columbia Board at the time of our last convention was slightly below 200, 198 to be exact. At the end of last month the membership for the whole of the province, including Vancouver, was 413. We have more than doubled the membership in twelve months and it is still growing. Actual resignations for the twelve months have been less than ten.

Your Executive officers have held 20 meetings during the period. Some of these meetings have consisted of two sessions and on one occasion three sessions totalling nearly twelve hours were necessary in your interests. The total time spent by your Executive officers in attending meetings at Provincial headquarters has amounted to something like 75 to 80 hours, about ten working days. This does not include trips

to various local branches in the interests of organization and delegations to the Provincial Government.

Your office staff has consisted of myself and stenographer, in each case part time, and the organizer. The work of the organizer speaks for itself in the increased membership. Organizer Hougham, however, will go into this in detail. The actual office work has occupied a great deal more time than has been paid for. The remuneration for the work done has been entirely inadequate. Yet there has been a great deal of work left undone. No one realizes the shortcomings of the association's present equipment more than I do myself. It should be kept in mind, however, that those shortcomings are the direct result of other shortcomings which are beyond our control. Your treasurer will, I believe, bear me out in that statement.

There are now 10 properly organiz-d local branches in the province, consisting of 368 members, besides 45 members in more or less remote districts, who are not yet attached to any branch.

During the past few months strenuous efforts have been made to organize a Vancouver branch and I am glad to be able to report very satisfactory progress. This matter will also be dealt with in the organizer's report.

Regarding our office service departments it is gratifying to know that the collection service is being used increasingly by members, and that it is proving to be efficient and satisfactory.

The basis on which your collection department is operated is a commission one. The collection manager, Mr. Cotton, receives a commission on all amounts collected and the association pays for postage, stationery and printing used in connection with the work. By this method the greater part of the cost of operating the department is paid by those members who receive direct benefits from it.

The freight adjusting department, I regret to report, has not made the progress we anticipated. The manager of this department started off with great expectations, but our members did not rally as it was hoped and expected they would. Mr. Coy, who managed the department, was a man of undoubted ability in freight matters, but he became discouraged at the lack of support and gave it up. We are endeavoring to make arrangements for having freight bills checked by some good man who is well up in that work, but the great difficulty will be in obtaining a complete list of tariffs, as owing to the great number of changes that have taken place in freight rates during the past year or two, it requires a library of considerable proportions. Mr. Coy's list of tariffs cost him over $300 and an enormous amount of time to collect from various sources.

Some months ago your Executive approved the appointment of Mr. L. D. Jones as solicitor and legal adviser to the association. Mr. Jones is a young man and a returned soldier, and a native son of British Columbia. Mr. Jones has already given the association very good service and the cost has been very reasonable. In fact, he has given his services in some cases. He is anxious to make a special study of the retailers' problems, and it is most necessary in a legal adviser for an association of this kind that he should endeavor to see the retailers' point of view clearly and intelligently.

If there is one service department that has excelled others it is the fire insurance department. The arrangement recently arrived at with the Northwestern Mutual Fire Association, and which you will be asked to approve, has made this service very popular, and deservedly so, with our members. By this plan those of our members whose risks are accepted by the Northwestern may save from 30 to 45 per cent. of their fire insurance premiums. And that is reckoning on the regular "board" rates. In no case does the Northwestern charge more than the board rate and in some cases less. Yet in all cases the rebate is made.

The plan adopted by your Executive for handling this work has necessitated the formation of what is known as the Retail Merchants' Fire Underwriters Agency. This is simply a matter of convenience. It is the name that is used for writing fire insurance for members only of the R. M. A. in British Columbia. Applications are handled by the Agency and policies issued. Inspections are made by the N.-W. and all risks are subject to the Northwestern's approval. No commission whatsoever is paid by the Northwestern to any persen, nor to the association for any business coming from our members, nor does the association make any charge to members placing insurance through the agency. The whole of the rebate is passed on direct to the member. Great interest is being taken in this plan, not only by our members, but by other associations in British Columbia and in the states to the south. The local insurance companies are also beginning to wonder where they are going to get off. I have no hesitation in saying that the association's fire insurance scheme is the most progressive and co-operative plan of its kind being operated by any business organization in Canada, and is something our members have every reason to congratulate their Executive upon. In this connection I would like to remind those who are interested that a special meeting to discuss the fire insurance feature will be held at 10 o'clock on Wednesday morning in the Provincial board room.

Coming now to legislative work, a number of resolutions were passed at last year's convention, and I shall endeavor to give a brief account of the progress made upon them. In the first place there were a number of resolutions dealing with the Provincial Weekly Half-Holiday Act. Many letters and wires have passed, and several personal interviews with members of the Provincial Government have been had in an effort to have our recommendations adopted. The Government has not yet seen fit to prohibit the sale of goods in stores not compelled to close by law, when such goods are sold in other stores which are compelled to close. The resolution requesting that statutory holidays be specified for the purposes of the Weekly Half-Holiday Act was pressed before the Government, and I am glad to report that the improvement was made. The Act now contains the required list of legal holidays.

The resolution dealing with the recovery of debts from civil servants was referred to our Dominion Board and has received considerable attention in that quarter. Every opportunity is being taken advantage of, I believe, towards having civil servants brought under the law in common with other citizens. As this is a matter that strikes almost at one of the fundamentals of the British Constitution, it will be realized that it cannot be easily brought about. These, however, are times of great changes, and a change of this kind is much more likely of realization than even a year ago.

In connection with the collection of provincial taxes I am given to understand that more strenuous efforts are being made by the Government in that direction. Some changes have been made in the taxation department, and there is every evidence that this matter is receiving considerable attention. There should, however, be no let up in our efforts to see that tax evaders are brought into line, and as our vice-president, Mr. Fink, expressed it last year, all members of the Association should render every assistance possible to the Government by directing attention to those who it was known were evading payment.

In regard to the resolutions covering Capias Law, Attachment of Debts and Small Debts Court Act. A delegation consisting of Mr. Howker and myself waited upon the Attorney-General some months ago and spent considerable time with him in a discussion of these matters. Our recommendations regarding judgment debtors were not favorably received, nor was the recommendation that in the case of judgment debtors an order should be made by the Court requiring the debtor to pay a specified amount at stated periods instead of the present law which requires the creditor to repeatedly bring up a debtor for examination at the creditor's expense. It would seem that the Attorney-General's opinion was the natural outcome of a legal mind and entirely out of sympathy with the retailer's point of view. The Attorney-General's summing up of the whole situation was that retailers should exercise more care in extending credit. It is needless to remark that your delegate took good care to place the retailers' viewpoint of this matter before the Attorney-General.

Our recommendation that the Attachment of Debts Act be amended so that the amount exempted from the salary or wages of a debtor should be by the week or month, was more favorably received, and the Attorney-General promised that this should be looked into, as he also did in reference to our suggestion that the Small Debts Court maximum should be raised to $200 instead of the present $100. So far. however, no amendment has been passed.

The resolution dealing with the sale by wholesalers to consumers has received considerable attention from time to time, and I believe that some improvement has been noticed in this respect by our members. Nevertheless there is still considerable room for improvement, not only in this direction, but in the matter of special discounts and other privileges allowed to favored retailers by the wholesalers, thus encouraging unfair competition.

Passing from the work outlined at last year's convention we come to the activities and happenings with which our Association has been connected during the past twelve months. Probably the most important event has been the establishment by the Dominion Government of what is known as the Board of Commerce. For several years our National Association has urged the Government to establish an Inland Trade Commission with powers in connection with the manufacture and distribution of merchandise similar to those of the Railway Commission in connection with railroad affairs. This practically is what the Government has at last found it necessary to do. It is true that at present the Board of Commerce seems to be, if anything, in opposition to the retailer. It is sincerely to be hoped that the Board will execute its duties in a strictly fair and impartial manner. There are unbounded possibilities for good in such a body for all concerned, and it would be a crime if by reason of the blind prejudices of even one member, the splendid work that might be accomplished by a commission of this kind should be stillborn.

It is hardly a matter for congratulation that a commission of this kind, dealing as it must with very material matters, should not have at least two legal men in its composition. The third member of the Board has not yet been appointed, and our Association is making every effort to have a good business man as the third member. It would seem only fair that the tremendous body of business men represented in the manufacture and distribution of merchandise should be represented by one member of the three. I venture to predict nothing but abortive results unless this is done. In the meantime it is gratifying to record that the Government has found it advisable to carry into effect something which our Association decided several years ago would be necessary, and it is not too much to claim that had the Government acted upon our suggestion when it was first submitted, much of the trouble in connection with increased prices would have been avoided. The work of the Board will now be to cure what could have been prevented.

The Bankruptcy Bill placed before the Dominion Government last year has not yet become law. It is entirely different in many respects to the Bill first drafted. Our As-

sociation became very active when this Bill was brought to its attention, and many clauses that might have inflicted severe injustice upon the retailers were eliminated. This is the class of work the full value of which will probably never be even partially appreciated by the large majority of retailers. The prevention of unjust legislation is, however, a most important part of the work of your organization. The proposed Bill provided that you could be declared in a state of bankruptcy if at any time you were unable to pay a bill for $200 or more when it became due. Such provisions and many more as unjust would have been passed but for the watchfulness of such men as our Provincial Treasurer, Mr. Howker, who was present representing our province at the Dominion Board Convention when the Bill was first considered.

The first successful prosecution under the Trading Stamp Act, a measure enacted by the Dominion Parliament at the request of our Association in 1905, took place in this province when firms in New Westminster and Vancouver were convicted and fined for taking part in what was known as the Auto Contest. Our Association published warnings in the press and in the B.C. "Retailer" to the effect that this contest was illegal. There were those, however, who thought they knew more about the Trading Stamp Act than the officers of the Association which drafted it. Our only regret was that we were unable to capture the promoters of the scheme. They made their get-away; they also made a clean-up at the expense of a number of foolish merchants. There is still a warrant out for the arrest of the promoter, and he will find B.C. an unhealthy place if he ever arrives here beknown to certain people.

During the early part of the year your Executive Officers visited a number of local branches situated within easy reach of Vancouver. Excellent meetings were held, almost every merchant in the cities visited turning out. This move seems to have been a very successful one, and has created a closer feeling of friendship and co-operation between the branch members and the provincial office. It is to be hoped that the Association's finances will permit of this work being continued in the future on even a more extensive scale, and that other branches more distant will be visited.

Among the more recent activities of the provincial office was the matter of certain articles which appeared in a recent issue of the "Agricultural Journal," a publication issued by the B.C. Dept. of Agriculture. In this journal most unfair attacks were made upon the retailers of this province as a class and upon this Association. The matter was promptly taken up with the Premier, but owing to his absence in the East it has not yet received his attention. He has now returned, and in all probability we shall hear from him very soon. A communication was forwarded to him just a few days ago in connection with this matter.

While on this subject I would like to draw the attention of the delegates to the prominence given to co-operative societies in the "Agricultural Journal." In some issues several pages are devoted to boosting consumer co-operative societies, designed to eliminate the retailer. It seems hardly fair that the money paid by retailers in taxes should be used in attempts to put them out of business. I say attempts advisedly. I do not think they can succeed. I would suggest that this matter receive the further attention of your Association.

Amongst other matters I would suggest should receive the consideration of this Convention, are double cartage charges by wholesalers, the policy of collective buying, Discrimination by Imperial Tobacco Co., and other firms, medical inspection of persons handling food for sale. Most of the delegates are well in touch with these matters and will be dealing with them.

Before making my concluding remarks I wish to make special mention of the manner in which your Executive Officers have supported me. I refer to T. F. McDowell, your president, and Geo. A. Howker, treasurer, and I may say that but for the encouragement and advice I have received from them at most discouraging times I would not have been submitting the secretary's report at this Convention. I feel that the members of the Provincial Board cannot give too much credit to the two officers whose names I have mentioned for the work they have done during the past 17 months, for it should be remembered that they have carried on since the inception of this organization in B.C. In that time they have held over thirty meetings. Not one cent of remuneration have they received, nor did they expect it. Their work was done for the benefit of their fellow retailers, and I feel that I cannot offer a more fitting suggestion in the interests of each individual delegate present and of the Association as a whole, than that each retailer make a firm resolve that from now on he will endeavor to follow the excellent example set by the executive officers of this Board and give at least a little time and effort in the interests of his fellow retailers.

ORGANIZING THE B.C. MERCHANTS

The Report of the Organizer At the British Columbia Convention of the R. M. A. Gives a Very Optimistic Outlook for the Future Welfare of the Association

IN presenting the story of the activities of your organizer since the 1918 Convention I may as well admit that I am out to completely spoil my reputation, that is as I understand my reputation to be. I may say that I understand my reputation to be by suggesting that it is not a reputation for brevity.

I will touch upon facts and figures merely as illustrations and not simply as a recitation because facts and figures, and more particularly figures, can convey no adequate picture of what organization work in B.C. has involved since last September.

The first trip made by your organizer following the Convention was planned to cover the Okanagan territory, and was started early in October.

Defunct Association a Stumbling Block

The towns visited on this trip were Kamloops, Enderby, Armstrong, Vernon and Kelowna. In Armstrong and Enderby branches were established representing practically the whole of the possible membership. I spent quite a while at Vernon, but found it impossible to accomplish anything at that time, owing to the fact that "they had once had an association." This "association," like too many similarly ill-fated ventures, had gone to pieces around 1914, and had not yet had the decency to pay its own funeral expenses. These expenses were still owing to sundry creditors in the town, and the merchants did not seem to think it possible to start a branch of the R.M.A. of Canada without first paying the debts of their old local association, and nobody seemed to be particularly anxious to pay said debt. I pointed out to a meeting that I addressed at the City Hall there that it was hardly fair to penalize the R.M.A. of Canada for the sins of the Vernon Retail Merchants' Association of 1914, and had I been able to stay on the ground long enough to have given time for a committee to have canvassed the local merchants and paid off their old debt I am confident that we should now have a large branch in the Queen City of the Okanagan. The treatment accorded me there was entirely courteous and cordial, and several merchants expressed their intention of lining up with the R.M.A. of Canada as individuals, if their fellow merchants did not decide to establish an accredited branch. I judged it in the best interests of our Association, however, not to accept such applications at that time, as I felt it might hinder the larger programme that we had in view, because there is always a better chance of an organization standing together if it is properly organized at the start.

A Nucleus at Kamloops

The time limit under which I was working was again a handicap at Kamloops upon my return journey. I found it very difficult to get a hearing at Kamloops, for the reason that they also had once had an association, but I succeeded in getting five members as the nucleus of a future branch, and I was assured by these five that as soon as I could return to that field they would assist me in getting the merchants out and having a properly organized branch of our Association established there. Unfortunately for reasons entirely beyond our control I have never been able to revisit that territory, nor have I been able to cover the field further east and south, which had been my intention, so that it may fairly be stated that the possibilities of the interior in Association matters have scarcely been tapped.

Prince Rupert Has Branch

However, some signs of interest in our Association work having been evinced at Prince Rupert, a visit was made there, and a branch established, beginning with some eighteen members, which has since increased to thirty-three. Preliminary work was also begun in the month of December in the City of Vancouver itself, a meeting being held on December 6th at which the Vancouver branch came into existence. No further work was possible, however, in Vancouver on a part time basis, as this field is too large and complicated to be properly organized half-heartedly. I will deal with the organization of the Vancouver branch as a separate matter, but it is in order in this connection to mention the fact that the establishment upon an efficient basis of a branch in this city has been and is yet the biggest problem that the Association has to face in this province.

New Westminster was the next field for attention, and with the co-operation of local Secretary Ing, who worked unselfishly to give the New Westminster merchants a form of organization which he felt to be in their interest, we succeeded in establishing a branch there of some thirty-seven members. Mention might also be made here of a flying trip made from Nanaimo to Port Alberni, around the first of the year, at which a branch of our Association was established with a membership of fourteen, which is about one hundred per cent. of the possibilities in that district. Without knowing the geography intimately I would think that the British Columbia Board has at Port Alberni its farthest west branch and at Prince Rupert its farthest north branch. During the month that followed my attention was about equally divided between Vancouver and Nanaimo, and at Nanaimo we

were able to increase our membership from twenty-two to fifty-six members, and what was more important, end a condition that had hitherto existed under which we had had a local association and a branch of the R.M.A. of Canada operating in the same office.

Interested in Association

Other points visited have included Chilliwack, Duncan, Courtenay and Cumberland, while a trip was also made to other Fraser Valley points as far up as Mission. During the year numerous enquiries have come through from merchants both in the towns and country places asking for information as to membership in the Association. Some of these replies have been sent stating that the organizer would visit them in due course, while in others application cards have been sent, inviting them to take out membership by mail, which in several cases has been done. This method has only been adopted where the expense of a personal visit made it impossible to reach the merchant. An example of this is the case of a merchant at Willow River, which to the best of my knowledge is somewhere around the Prince George district, while we have another membership to recall from the top of Crow's Nest Mountain, this membership being entirely unsolicited.

A number of different attempts have been made to get a hearing of the merchants at Victoria, but so far entirely without success.

A Branch of Fifty Members

Early n 1919 the Provincial Secretary and I waited personally upon a number of representative retailers with a view to having them come to a meeting and hear for themselves what the claims of the R.M.A. of Canada actually were. In addition to this, some five hundred invitations were sent through the mail calling a meeting on a certain date, the result was an attendance of about fifteen. From that beginning a branch of approximately fifty-five members has grown, but it has taken many months to accomplish that result, and if this Convention regard Association work simply as a dollars and cents proposition, then I have to say that the organization of the Vancouver merchants has absorbed more money and time than the results would appear to warrant. I feel confident, however, that no such narrow viewpoint will be allowed to color discussion of this report, for it will be realized at once that an organization of retailers in B.C. cannot be said to be representative until a strong branch is well established in the chief city of the province.

I do not claim that such a result is yet apparent, but I believe that the results in Vancouver for the ensuing year will more than justify the effort that has been put into it during 1918 and 1919.

In this connection I think it is in order to say that although Vancouver has perhaps been slow in coming forward, the executive officers of its branch have rendered splendid service to Association work in this province since they were elected, and are even now committed to a policy of organization in the city which will place the Vancouver branch upon an efficient basis, in that it will bring all sections of retailers in this city together in a way that they have never been brought before. I mention this here because while I realize that your organizer's time, which is your time and money, has been almost wholly spent in Vancouver for several months, I do not think that you would have even the possibility of a satisfactory solution of the Vancouver Association situation in sight had it not been for the close attention given to this field by your organization department.

Meanwhile, it seems to me to be a matter for satisfaction that in every case but one, branches organized in 1918 have renewed their membership this year, and in most of these cases the membership has increased.

Growing Enthusiasm

This applies, for example, to Chilliwack, where we established a branch in June, 1918. This branch is now easily fifty per cent. stronger than when first started, and this increase was voluntary. Altogether, surveyed from the viewpoint of numerical membership, the B.C. Board of the Retail Merchants' Association of Canada stands 100% stronger than it did at the 1918 Convention, while its possibilities in this direction are as yet hardly exploited.

This observation brings me to the conclusion of my report, and in presenting it for your consideration, I have simply this to say, you have in British Columbia today the nucleus of an organization of retail merchants. It has been brought together despite many difficulties and discouragements. It is, however, your organization, and you can make of it an efficient machine functioning in your interest and in the interest of the community whom you serve, if you wish and will. If, however, this purpose is to be achieved, you must here and now, at this Convention, decide to spread the burden of responsibility over more shoulders than have borne it to date. Executive officers must be elected who can and will give the work the time and attention it involves. I do not mean by this that your present officers have not given it that time and attention, but I do wish to emphasize the necessity for a careful selection of officers for the ensuing period, which in my judgment will be the testing time for Association work in this province.

Among the resolutions dealing with the organizer's report were the following:—

It is recommended that the Vancouver branch have a paid Secretary of their own.

It is recommended that the present organizer be freed from secretarial duties and resume organization work.

At this point the Vancouver delegate asked that the organizer be left on the Vansouver field for at least a couple of months —this request was acceded to by the Board of the Convention.

The Committee also pointed out that one of the most vital items of the Committee's report was the organization of Vancouver city. As one speaker put it, "Vancouver is the very anchor of the whole B.C. organization, and unless the Association can show strong organization and real service rendered in Vancouver the work of the organizer in the outside field is rendered exceptionally difficult."

A full explanation of the new insurance service of the Association was given at the evening session Tuesday. It has not been found advisable to attempt to found their own insurance company as has been done successfully by the Saskatchewan branch, but a close working agreement has been reached with the North-Western Mutual Fire Association of Seattle, whereby the Association conducts their own agency for the writing of the members' policies, and members only. The Association policy holders are guaranteed a rebate on each year's premiums of from thirty to forty-five per cent., depending on the risk. The saving at all times to be thirty per cent. or over, what the premium in a board company would be. It is also claimed that all of the money paid into the company in premiums will stay in Canada, being invested in Canadian securities. The standing of the company, reserve, and past history, was obtained both from Washington and the provincial office of the Government, in Victoria, and was found to be satisfactory. The B.C. agency will be known as the Retail Merchants' Fire Underwriters Agency of B.C.; they have written several policies already, and the forms were received on Monday.

The actions of the executive in negotiating with the North-Western Mutual were endorsed by the Convention.

A glowing tribute was paid to the untiring work and zeal of the retiring president, T. F. McDowell. Mr. McDowell pointed out that according to the constitution the retiring president was still a member of the executive, and that he would work just as hard as while in the chair.

A Tribute to the B.C. Secretary

In T. J. Corley the merchants of British Columbia have a whole-hearted, enthusiastic Association man, to whose untiring efforts much of the present gratifying progress of the B.C. Board of the Retail Merchants' Association of Canada is due. When he took charge of the two organizations extant in 1914, the Vancouver Retail Grocers' Association, and the Retail Merchants' Association of B.C., he realized that a much greater field would be opened and much more progress would be possible if the Associations in this province were allied with similar Associations throughout the balance of the Dominion. The logical way was to have the existing Associations gradually merged into a Board of the Retail Merchants' Association of Canada and late in 1917 things began to shape up this way. With the able assistance of Mr. Haugham, an organizer of a magnetic and genial personality, a board was formed; many of the outside points in B.C. have their own local association of the R.M.A., and we may shortly expect to hear that the Vancouver Retail Grocers' Association and the Vancouver Butchers' Association have been merged into the Vancouver branch of the R.M.A. With this strong pivotal branch in good working order, the greater success of the organization of the remainder of the province of B.C. may be engineered. If further need might be urged for organization it need only be pointed out that the Oriental traders have the very strongest kind of an organization. The Japancse merchants were the only ones to, as an association, have a float in the recent peace pageant. The Oriental Association hired the best K.C. in Vancouver to fight for their interests during the city's attempt to collect business license fees—and they had a measure of success.

Convention Briefs

Professor Struthers gave an illuminating address to the delegates on "Character analysis at first sight." He gave a very interesting and correct reading of the natures of Mr. Phillips, of New Westminster, and Mr. Daykin. At one point the whole convention was thrown in an uproar when the Professor said, speaking of Mr. Daykin, "I should say that you would appreciate a droll, quiet, subtle witticism, whereas Mr. Phillips might enjoy a more hilarious joke." From the laughter this provoked we could but wish we had heard the jokes with which Mr. Phillips must have been regaling some of the delegates.

Mr. Murphey, of Nanaimo, seemed loth to remove his hat. It's no disgrace, Murphey, you never see grass on a busy street.

At the banquet at the Hudson's Bay, Professor Harper sang his own song, "Here's how, Vancouver." He was under a handicap, as no piano was available. However, Mr. Howker, Ernest McTaggart, and a few other lusty thrushes helped out splendidly.

The member from Port Alberni was so engrossed in watching the fireworks above the fair grounds that he pretty nearly moved an amendment to the motion to adjourn.

When the time came to sing "God Save the King," the entire assemblage voted that the Second Annual Convention of the B.C. Branch of the Retail Merchants' Association of Canada was an unqualified success.

Those Present at Convention

Among those present at the Convention were the following:—

K. Evans, South Vancouver; M. J. Phillips, accredited delegate, New Westminster; R. Fox, accredited delegate, Chilliwack; G. H. McRobbie, accredited delegate, Vancouver; R. H. Ormond, Nanaimo; F. G. Fox, Port Alberni; R. A. Thorpe, Duncan; Mr. Whitehouse, Armstrong.

Visitors who registered were as follows: G. A. Howker, prov. treasurer; D. H. Kent, President McDowell, W. M. Carson, H. C. Wilson, D. Shantz, J. Harkness, J. F. Merrilees, S. Des Brisay, A. T. Bridgeman, M. Rikson, E. R. Wilson, J. T. Crowder, T. H. White, E. R. McTaggart, E. A. Davey, C. Clarke, F. Cluff, J. W. Cornet, R. M. Tod, D. O. Bowen, J. M. Watson, H. Morrow, E. G.

Continued on page 46.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

JOHN BAYNE MACLEAN - - - - - - President
H. T. HUNTER - - - - - - - Vice-President.
H. V. TYRRELL - - - - - - - General Manager

THE MACLEAN PUBLISHING COMPANY, LIMITED

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, Power House, Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, Canadian Motor, Tractor and Implement Trade Journal.

OFFICES

CANADA—Montreal, Southam Bldg., 128 Bleury Street; Telephone Main 1004. Toronto—143-153 University Ave.; Telephone Main 7324. Winnipeg—1103 Union Trust Bldg.; Telephone 3449. Vancouver—39 Tenth Avenue West.

UNITED STATES—New York, Mrs. E. C. Gibb, Room 620, 111 Broadway, New York; Telephone 8971 Rector. Chicago—Room 1401, Lytton Bldg., 14 E. Jackson St.; Telephone Harrison 9133. Boston—C. L. Morton, Room 734, Old South Bldg.; Telephone Main 1024.

GREAT BRITAIN—London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director. Telephone Central 12960. Cable Address, Atabek, London, England.

SUBSCRIPTION—Canada, $3.00 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, $3.50 a year; other countries, $4.00 a year. Single copies, 10c, invariably in advance.

PUBLISHED EVERY FRIDAY

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation. Copy of report will be sent to anyone interested.

VOL. XXXIII. TORONTO, SEPT. 19, 1919 No. 38

EDITORIAL BRIEFS

THE Belleville, Ont., city council has passed a by-law requiring that potatoes are to be sold by weight in the market and the stores of the city.

* * *

IT LOOKS as though W. F. O'Connor is in danger of dying of loneliness. Despite the fact that he called upon all and sundry who had any grievance regarding the cost of living to air to appear before him on Monday of this week at Hamilton. Now Hamiltonians have been wailing as loud as others regarding the iniquities of those who provide them with food, but in answer to Mr. O'Connor's invitation only six persons attended, two of them wholesale grocers. Judging from the Commissioner's remarks, he does not feel inclined to strew the benefits of his office over those who do not take enough interest in the investigations to come out and kick.

ELOQUENT FOR ALCOHOL

ONE John T. Vick, Labor candidate for a Toronto riding, speaking in the interests of the Citizens' Liberty League at a recent meeting, was the originator of this thought:

"If prohibitionists would go out and do an honest eight hours' work—a thing they never have done, and that's no lie—they would want something stronger than pink lemonade when they got finished."

Presumedly the world is divided into two classes, the liquor user who works and the prohibitionist who doesn't. A simple system of division unhampered by facts and figures and the record of experience. It has yet to be proven that the work of the world has been advanced through the use of alcohol in any form. The evidence to the contrary is about us everywhere. A cause that uses such arguments as that quoted above proclaims aloud its own weakness.

PROVING IT TO THE DEALER

THE Indian Packing Company, of Green Bay, Wisconsin, manufacturers of Council meats, in a double-page spread in colors in *Saturday Evening Post* of September 13, have this to say:

> "When our salesman calls on your grocer he carries a sample case of Council meats—so that the grocer can try them before he buys them. One taste is sufficient proof to the grocer that when it's your turn to try them you will want to buy them, too."

This statement in advertising is a further corroboration of the contention that CANADIAN GROCER has vigorously maintained, that the most important step in the machinery of distribution is to convince the dealer of the merits of the product.

Inferentially the advertisement quoted above suggests that the grocer will suggest the sale of this line of goods because by actual demonstration the goods have been satisfactory to him. There is no use proving anything to the grocer who merely waits for a cultivated demand to move the goods from his shelves. The Indian Packing Company therefore very evidently has confidence in the dealer as a salesman.

THE COURSE OF WISDOM

RECENTLY an Ottawa grocer was brought before W. F. O'Connor charged with selling sugar at 3 cents a pound profit in defiance of the Board's order that the profit to the retailer should not exceed 1 cent a pound.

There unquestionably exists in the mind of many grocers the impression that this new regulation is unjust to them. There is every reason for this belief, because one cent a pound on sugar does not represent half what it costs to do business. However, such is the law, and the law must be obeyed. The grocer who lets his sense of grievance lead him into breaking the law will do himself a great injury.

The trade at the present time is at the mercy of the agitators, who see in every charge an extortion of some kind. The Board of Commerce has set a standard of 1 cent a pound as a fair price. It will be so considered by the public, and even were there not a law to maintain this price the merchant would do well to abide by it, as anything above would unquestionably be considered an excessive profit. It only remains to obey the law, and to wait for a return to reasonableness on the part of the public.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

Maritime

Castle and Gesner have opened a grocery business in Halifax.

J. & T. Morris, Water Street, Charlottetown, P.E.I., are fitting up a modern sanitary factory and plant for the manufacture of the highest grade of soft drinks.

A warehouse, owned by A. M. King and F. C. Whitman, Annapolis Royal, Nova Scotia, and used for storing and assorting fruit, has been purchased by the Graham Company Ltd. Belleville, Ont., and will be used for the evaporation of apples and other things as soon as an evaporating plant can be installed.

Robin, Jones & Whitman, Ltd., the big fish concern at Caraquet, whose large and modern building at that place was destroyed by fire on July 24th last, are now planning for the erection of a structure at least as large and as completely equipped as was the former building

Quebec

I. Slovitch, grocer, Montreal, has sold to Holmckton Bros.

J. C. Thompson, broker, Montreal, returned from a business trip to New York.

The Evangeline Cider Co., Bridgetown, N.S., was awarded a diploma for its display at the Quebec Provincial Exposition.

The following businesses have been registered in Montreal: J. D. Arsenault, wholesale provisions; J. G. Amann, jams, etc.; Marche Economique, provisions.

Ontario

W. B. Gates, grocer, Hamilton, has sold out.

A. J. Langley has opened a groceteria at Welland.

John H. Isaac, grocer, Toronto, has sold to E. J. Spink.

Mrs. S. Barker, grocer, Toronto, has sold to Luke Mills.

R. D. Henry, grocer, Toronto, has sold to T. H. Meredith.

B. Lampert, grocer, Toronto, has sold to Solomon Bassin.

John H. Isaac, grocer, Toronto, has sold to E. J. Spinks.

J. Strachan, grocer, Toronto, has sold to Harold Hodnett.

W. G. Bonham, grocer, Toronto, has sold to R. I. Legaty.

Gertrude Sharp, grocer, Hamilton, has sold to Ruben Nablo.

Chas. Etheridge, grocer, Hamilton, has sold to Mr. Littner.

Jas. Boyd, grocer, Ottawa, has been succeeded by F. Martin.

John Clough & Son, Stoney Creek, have sold to Thos. Dale.

John Scadding, grocer, Toronto, has sold to Lawrence Putnam.

W. B. Gates, grocer, Hamilton, has sold to J. D. Cummings.

W. H. Gordon, grocer, Ottawa, has been succeeded by H. J. Hill.

Wm. Durance, grocer, Hamilton, has sold his Sherman Avenue branch to J. Hursley.

Wm. Battiste, grocer, Toronto, has sold to the Riverdale Grocery Co.

John Grant, grocer, Amherstburg, is advertising his business for sale.

R. D. McComb, grocer, Ottawa, has been succeeded by W. J. Kealey.

Mrs. A. T. Elliott, grocer, Smith's Falls, has sold to R. A. Corbett.

Hamshar and Challacomb, groceries and meats, Birchcliff, have sold to C. E. Grigg.

A. H. Mealing, who for some time conducted a grocery business in Orillia, Ont., has recently purchased the grocery business of W. P. Leader, situated at the corner of Queen street and Balsam ave., Balmy Beach, Toronto.

Wm. Ostrander, general merchant, Ostrander, Ont., has sold to J. A. Cadman.

The estate of E. Berube, Amherstburg, general merchant, has been succeeded by Brown and Kitler.

Alfred North has purchased the Rosenberg grocery business on Richmond St. S., London, Ont.

C. Morris, of C. Morris & Company, C P.R. Building, Toronto, is sailing on September 20th to visit the British and Colonial markets in the interests of his firm.

The general store business and stock conducted for several years by W. S. Stoner at Frome, has been purchased by Wilfred M. Silcox of St. Thomas, Mr. Silcox to take possession about September 1. Mr. Silcox has been employed as head clerk with R. Stirling, clothier, Talbot street, for the past year or more.

Western Provinces

Albert Dolwig, grocer, Regina, has sold to E. J. Butler.

Jos. Podbielancik has purchased the grocery business of G. Kossoff, in the G. F. Johnson Block, Fernie, B.C. For the past year he has conducted a business in the north end.

The White Rock Packing Co. commenced business recently at White Rock, B.C. The first product put up by the company will be Semiahno Bay crabs.

J. C. Freeman & T. B. Young have purchased the stock and goodwill of the Summerland Supply Company, Summerland, B.C. They will carry on a general store business under the trade name of The Summerland Mercantile Co., Ltd.

OPENS BROKERAGE BUSINESS

H. S. Joyce has opened a brokerage business in Montreal with offices at 903 Southam Building, and will conduct a general trade in confectionery and grocery lines.

Mr. Joyce is a son of H. Joyce, and a grandson of A. Joyce, who recently retired from the catering business in Montreal, with which he was continuously connected for forty years. Mr. H. S. Joyce was actively associated with the business for some six years, and brings to his new venture an experience that should be of value, particularly in the confectionery feature of it.

SMALL'S, LIMITED, APPOINT SELLING REPRESENTATIVES

Small's Limited, Montreal, have made a change in their sales distribution policy, necessitating the appointment of several sales representatives in various parts of Canada.

I. R. F. Fisher, Toronto, will have Ontario territory under his direction, his territory extending as far west as Port Arthur.

From Saskatoon to the coast, embracing territory as far south as Moose Jaw and north of this, Lieut. J. E. Mireault, Edmonton.

Territory south of Moose Jaw to Prince Albert on the north and as far east as Port Arthur, W. F. Jutras, Brandon.

Maritime Provinces, New Brunswick, Nova Scotia, P.E.I. and Newfoundland, Lieut. F. Chester Binney, Moncton.

The appointment of this representation, Small's, Limited, state, will facilitate the sale of their products throughout Canada to better advantage.

JOHN McMILLAN OF VANCOUVER DIES

Was Well and Favorably Known Throughout the Province

Vancouver, B.C. — John McMillan, president of the Vancouver Wholesale Fruit and Produce Dealers' Association, and manager of the British Columbia Farmers' Exchange, died at the General Hospital, Vancouver, on Monday of this week, after an illness of some weeks. Mr. McMillan was born in Glasgow, Scotland, fifty years ago, and comparatively early in life cast in his lot with the Pacific province, settling first at Revelstoke. From that city he came to Vancouver about nine years ago, where he became the first manager of the Vancouver Public Market. His success in this position led to his selection for the managership of the Farmers' Association. Mr. McMillan was active in all charitable works, a staunch Anglican, and choir leader of St. Paul's Church. His two sons, Duncan and John, were associated with him in the work of the Farmers' Association.

MILK PRODUCERS MUST HAVE BOARD'S SANCTION TO INCREASE PRICE

"The Toronto Milk and Cream Producers' Association must apply to the Board of Commerce in order to receive the necessary authority to increase their prices," Mr. O'Connor explained in reference to the proposal of the association to advance their prices, "and at the present time we should not be disposed to authorize any increase in milk prices."

COBOURG, ONT., BONUSES PACKING PLANT

A by-law to grant the Douglas Packing Company $5,000 towards securing an adequate supply of water for their new plant just established here, was carried by the property owners of Cobourg, with only 34 dissenting votes. The new industry has just erected five new buildings on the site of the old steel plant.

SUGGESTS MAIL-ORDER STORES TO HANDLE NECESSITIES OF LIFE

Establishment by the United Brotherhood of Maintenance of Way Employees and Railway Shop Laborers of a chain of departmental mail-order stores to handle necessities of life direct from producer and manufacturer to consumer for the purpose of reducing living costs was recommended to the convention of the organization at present meeting in Detroit by Grand President Allan Barker. Recommendation proposes immediate opening of the first of these stores and selling at 25 per cent. below present price, gradually extending the chain throughout Canada and the United States.

President Barker also recommended that the brotherhood go into the manufacture of various necessities that reduced costs to labor organizations.

ANOTHER CO-OPERATIVE IDEA

Organization of a veterans' co-operative store company for the operation of a chain of stores in Manitoba is being considered by the Great War Veterans' Association, it was announced recently. If the scheme is consummated it will mean the establishment of 100 stores in Manitoba, fifteen of which would be in Greater Winnipeg, one for each branch of the association.

It is planned to make Winnipeg the clearing centre for all the outlying branches, with a system of co-operative purchasing, selling and exchange in all commodities, including beef, pork, dairy and farm produce, general groceries and clothing. Funds are to be obtained by the sale of shares, the total capital to be pooled and profits divided. The association is considering the appointment of a managing director.

MR. BAIN ARRIVES IN ENGLAND

A cable was received in Winnipeg during the past week to the effect that Donald H. Bain, who has gone to England on a business trip, had arrived and was on his way to their new offices in London.

HOT SHOT FOR THE ADVERTISING SLACKER

Continued from page 27

instead of using general terms in his announcements that he use his space once a week to clear out odd lines. This the merchant began to do, with such, to him, wonderful results, that he has developed into a consistently good advertiser. The story was told of another merchant who used a half page space to announce a special bargain sale, and who went further and decorated the exterior of his premises to make it appear something unusual was happening. This effect was achieved by taking large colored posters, cutting them in half, and making each half sheet into the form of a pennant with the paper cutter. On each of these paper pennants was printed the one word "SALE." Varied colored paper was used, and the plate glass windows decorated in such a way as to not affect the window dressing.

The Clarion is a good instance of a healthy country paper, and its service to advertisers has placed it where it is with a circulation of 1,050. Its advertisers are increasing their space to such an extent as a result of their success that they are automatically being forced off the front page, and it is the intention of the publishers to present a solid news front on page one just as soon as present contracts expire.

PRINCE EDWARD ISLAND FAIR DATES

The following dates have been set for fall fairs in Prince Edward Island:

Provincial Exhibition, Charlottetown, September 23 to 27. Summerside, Oct. 1 and 2; Georgetown, October 1; Souris, Sept. 29. Smaller fairs in the shape of school fairs will commence on September 29 and will continue until about October 10.

NEW GOODS

The above illustration shows the new package of White Swan mustard just being introduced to the Canadian trade. It is a very attractive package with labels in three colors. It states on the package that the mustard is made from genuine English seed, and is guaranteed to the trade as strictly high grade. This new package is from the plant of White Swan Spice & Cereal Co., Toronto.

The Cannon Canadian Company, Limited, Toronto, have recently placed on the market in Canada a new gelatine package, as shown by the accompanying

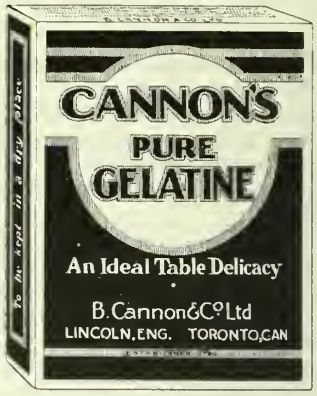


illustration. The package is printed in two colors—blue with a buff border, and the wording is in both French and English. That is, on one side of the package it is in French and on the other, English. The company points out that in each package there are two envelopes of gelatine, sufficient to make two quarts of jelly.

"Quality" rolled oats is a new product appearing on the market in Canada,

made by the Canadian Cereal and Flour Mills Co., Ltd., Stratford, Ont. It is manufactured at their factory at Tillsonburg. The package has a distinctive design, illustrating a sower scattering seed on newly cultivated soil. The illustration on it is in two colors, blue and red. The Canadian Cereal and Flour Mills Co., Ltd., also manufacture "Quality" Brand cream farina, health bran, split peas, Brose meal, pot barley and pearl barley. They make for infants, "Quality" Brand oat groats, barley groats and diabetes flour. An illustration of the new package of rolled oats appears herewith.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

THE market in groceries for the past week has not been very marked. Sugar still is the centre of interest, and fortunately the situation seems to be improving.

MONTREAL — A number of important changes are made this week in commodity prices. Atlantic Sugar Refineries have advanced refined sugar price to $11. There is more sugar available and the outlook is greatly improved. Canned beans are advanced in one quarter and peas are firm. Kippered herrings are again available at firm prices. Coarse salt basis is somewhat changed and the weight of bags is reduced. Package rolled oats and bulk oats are higher in price. Cornmeal tendencies are lower. Pressed hops are advanced 3c per lb. Hand cleaner of one brand is up 20c per doz. Mincemeat is up in price as is also saltpetre and baking soda in packages. Raw sugar crystals are marked higher. Dried apples, apricots, peaches, pears and prunes are marked up. Molasses is two cents higher in one quarter. Tea is advanced in this market as noted elsewhere. Cloves are scarce and likely to be higher in price. Nuts are firm, as are also rices and tapioca.

Declines of price are applicable for hay and grain. Some fruits are slightly reduced in price as are also vegetables. There is a good movement of most lines. Coffee undertone is somewhat easier and that for corn syrups, too.

TORONTO—The grocery market during the week has been rather dull with few price changes to record. Fortunately the sugar situation seems to be gradually easing up, and there are more refineries offering stocks this week than for some time, and it is believed that the worst of the shortage is past, and that within a short time the production will have caught up with the demand. The Atlantic Sugar refinery this week advanced its prices 50 cents. There is a generally easier feeling noticeable in coffee, following the duller tone of the American market prices in several lines are quoted somewhat easier. Tea remains firm with every indication of a continuance of this tendency. Oat products generally are easier this week, a decline of about 50 cents being noticed in rolled oats and oat meal.

In the produce lines the changes are still more noticeable, live hogs have declined a dollar with every indication of further declines before the end of the week. As a result all fresh pork lines are showing a markedly easier feeling, declines of two to four cents a pound being the order of the day. Declines in cured meats are not reflected as reported, but even here there are some changes noted. Eggs show a firm tendency and there is quite a marked scarcity, some stocks being withdrawn from storage to meet the demand. Cheese is in a somewhat unsettled position, owing to the uncertainty as to the future export movement.

WINNIPEG—There has been a material improvement in the delivery of sugar to the prairie provinces, especially in Saskatchewan and Alberta. Tea prices are very firm, and there have been advances recorded in several lines. Coffee on the other hand has shown a decline of about three cents, but seems likely to remain firm at these figures, with a gradually strengthening feeling. Mustard seed may advance, and there is a general firmness in all spices. Substantial quantities of American rices are offering and there is a fair buying movement despite the high prices. There have been some declines in certain packs of canned meat. Tentative prices have been named on canned tomatoes and corn, and these prices are regarded as surprisingly high.

VANCOUVER—The sugar situation is showing some improvement in this market. Quotations from the Orient have been received, but owing to the advance in silver the prices landed in Vancouver would be prohibitive. There have been a number of changes more especially in produce lines, where a variety of products have followed the declining price of hogs, and register materially lower figures.

QUEBEC MARKETS

MONTREAL, Sept. 17.—Quite a considerable business was done in various grocery lines last week. There has been, on the whole, a maintenance of prices and the outlook is that from now on these will be more stable. One jobber predicts fewer changes. The available supplies are reasonably good but some shortages exist.

Pressed Hops Higher; Hand Cleaner 20c

Montreal.

PRESSED HOPS, HAND CLEANER.—An advance of 3 cents a pound is made for new pressed hops, a supply of which has just come to hand. These are selling to the trade at 45c to 46c per pound. "Boss" hand cleaner is up 20c per dozen to $1.20.

Mincemeat Advances; Granulated Saltpetre

Montreal.

MINCEMEAT, SALTPETRE.—An advance is made for Wethey's mincemeat, the jobbing price now being $1.90 per dozen or $5.50 per case.

Granulated saltpetre is now offered in bags of 110 lbs. net, and at a price of 9c per lb.

Reductions Made For Coarse Salt; Soda Up

Montreal.

SALT, SODA.—A reduction in the weight of coarse Liverpool salt has made a change of price necessary. The weight of bags now is 130 lbs. instead of 140 and the price on the new weight sack is $1.50.

Cow Brand Soda is selling in jobbing quarters at $3.75 per case.

Starch Marked Up; Camphor; Raw Sugar

Montreal.

STARCH, CAMPHOR, SUGAR.—Advances have been made this week in the prices of "Beef" brand starch. The new price is $3.75 for half cases and $7.50 for full cases, the increases, respectively being 25c and 50 cents per case.

Camphor is very scarce and the price has been advanced $1 per lb. to $5.50. Raw crystal sugars are also advanced, $10.50 to $11 per 100 lbs. being quoted.

More Sugar Melted; One Refiner Advances

Montreal.

SUGAR.—Decided improvement has been reported in the matter of sugar supply and the trade, while not receiving nearly all the sugar it requires, is getting frequent shipments. Jobbers are better pleased and are sending out supplies to the retailers as fast as the refiners furnish them with stock. One refinery, the Atlantic, has advanced its price to $11, this increase of 50c per 100 pounds going into effect on Monday morning.

Atlantic Sugar Company, extra granulated sugar, 10 0lbs.	11 00
Acadia Sugar Refinery, extra granulated	10 50
St. Lawrence Sugar Refinery	11 00
Canada Sugar Refinery	10 40
Dominion Sugar Co., Ltd., crystal granulated	10 50
Icing, barrels	10 70
Icing, 25-lb. boxes	11 10
Icing, 50-lb. boxes	10 90
Do., 1-lb.	12 20
Yellow, No. 1	10 00 10 10 10 60
Yellow, No. 2 (Golden)	9 90 10 00
Yellow, No. 3	9 70 9 90
Yellow, No. 4	9 60
Powdered, barrels	10 60
Powdered, 50s	10 80
Powdered, 25s	11 08
Cubes and Dice (asst. tea), 100-lb. boxes.	11 10
Do., 50-lb. boxes	11 20
Do., 25-lb. boxes	11 30
Do., 2-lb. pack	11 50
Paris lumps, barrels	10 55
Paris lumps (100 lbs.)	10 65
Paris lumps ('0-lb. boxes)	10 75
Paris lumps (25-lb. boxes)	10 95
Paris lumps (cartons, 5-lb.)	11 70
Do. (cartons, 2-lb.)	12 45
Crystal diamonds, barrels	11 10
Crystal diamonds (boxes 100 lbs.)	11 20
Crystal diamonds (50-lb. boxes)	11 30
Crystal diamond (25-lb. boxes)	11 50
Demarar light, per lb.	0 10

Greater Spread on Canned Bean Prices

Montreal.

CANNED GOODS.—The only price change in canned goods reported this week is that for golden wax and refugee beans. The spread of quotations is greater, and the actual quotations are $1.85 to $2.10 per dozen. There is a fair movement of new pack goods although the retail trade is not buying very freely as yet.

Canned Vegetables—		
Asparagus (Amer.) mammoth green, doz.	....	5 75
Asparagus, imported (2½s)	4 85	5 25
Asparagus tops (Canadian)	....	4 00
Beans, Golden Wax	1 85	2 10
Beans, Refugee	1 85	2 10
Beets, new sliced, 2-lb.	....	0 95
Corn (2s)	2 10	2 35
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 25	7 50
Spinach, 3s	....	2 85
Spinach, California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Tomatoes, 1s	0 95	1 00
Tomatoes, 2s	....	1 50
Tomatoes, 2½s	....	2 10
Tomatoes, 3s	....	2 15
Tomatoes, gallons	6 00	7 62½
Pumpkin, 2½'s (doz.)	....	1 10
Pumpkins, gallons (doz.)	....	3 25
Peas, Standards	1 85	1 90
Peas, early June	1 92½	1 97½
Peas, extra fine, 2s	....	3 00
Do., fancy, 20 oz.	....	1 57½
Potato. Can. sweet, 2½-lb tins	....	....
Do., 2-lb. tins	....	2 75
Olives (in bls. 49 wine gals.), gal.	....	1 35
Canned Fruits—		
Apples, 2½s, doz.	1 40	1 65
Do., 3s, doz.	1 80	1 95
Do., gallons, doz.	....	5 25
Blueberries, 2s	2 25	2 40
Currants, black, 2s, doz.	....	4 65
Do., gallons, doz.	....	16 00
Cherries, red, pitted, heavy syrup, doz.	4 40	4 50
Cherries, white, pitted	4 40	4 50
Gooseberries, 2s, heavy syrup, doz.	....	4 65
Do., 2s (pails)	2 77½	2 80
Peaches, 20 oz., doz.	....	....
Do., No. 2	2 80	3 00
Do., 2½ (best)	3 75	4 00
Pears, 2s	2 50	2 90
Do., 2½s	....	3 25
Do., 2s (light syrup)	....	1 90
Pineapples (grated and sliced), 2s	....	3 60
Do., 2½s	....	4 50
Plums—Lombard	2 00	2 20
Gages, Green, 2s	....	2 45
Do. (light syrup, 2s	....	2 00
Raspberries, 2s, black or red, heavy syrup	....	4 65
Do., 2½s	....	....
Strawberry, 2s, heavy syrup	....	4 65
Canned Fish—		
Salmon—		
Chums, 1-lb. talls	....	2 15
Do., ½s, flat	....	1 12½
1 lb. talls, cases 4 doz., per doz.	4 50	4 80
Pinks, 1-lb. flat	....	2 25
Pinks, 1-lb. talls	2 60	2 75
Pale, ½-lb., doz.	....	1 37½
Pale, 1 lb., doz.	....	2 37½
Pinks, ½-lb., doz.	....	1 62½
Cohoes, 1-lb. talls	....	3 75
Cohoes, 1-lb. flats	....	2 25
Cohoes, ½ lbs., flat	....	1 75
Red Springs, 1-lb. talls	4 00	4 60
Red Springs, ½ lb.	....	2 45
White Springs (1s)	....	2 30
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	....	2 25
Labrador salmon, 1-lb. flat	....	3 60
Alaska, red, 1-lb. tall	....	4 50
Pilchards, 1-lb. talls	1 90	2 00
Whale Steak, 1-lb. flat	....	1 90
Herrings, kippers, dz. (4 dz. case)	2 25	2 85
Herrings (tomato sauce), doz.	2 25	3 25
Haddies (lunch) (½-lb.)	....	1 00
Haddies, chicken (4 doz. to case), doz.	2 25	2 35
Canadian sardines (case)	6 25	6 75
Norwegian sardines, per case of 100 (¼s)	....	25 00
Oysters (Canned)—		
5 oz., doz.	....	2 60
10 oz., doz.	....	4 20
Lobsters, ¼-lb. doz.	3 00	3 10
Do., ½-lb. tins, doz.	....	5 10
Do., 1-lb. talls	....	8 25
Do., ¾-lb., doz.	....	6 00
Do., 1-lb. flats	....	8 25
Lobster paste, ½-lb. tins	....	3 50
Sardines (Amer. Norweg'n style)	....	14 50
Sardines (gen. Norwegian)	....	25 00
Sardines—Canadian brands (as to quality), case	6 25	17 50
Sardines, French	....	32 00
Scallops, 1-lb., doz.	....	3 25
Do., Eastern trade	....	2 65
Do., Winnipeg and Western	....	2 85
Scotch Snack, No. 2, doz.	....	4 50
Shrimps, No. 1	2 25	2 40
Crabs, No. 1 (cs 4 doz.)	....	6 75
Crab meat (Japanese), doz.	....	6 50
Clams (river) (1 lb.), doz.	....	1 90
Scotch Snack, No. 1, dz., Montreal	....	2 50

Foreign-grown Beans Affect Canadian Price

Montreal.

BEANS AND PEAS.—The arrival of larger supplies of Japanese beans has been a factor, it is said, in keeping the price of Canadian varieties down. There has been no actual price change this week but best varieties are holding quite firm at around $5 to $5.25 per bushel.

Canadian, hand-picked, bush.	5 00	5 25
British Columbia	....	5 00
Brown Beans	3 50	4 00
Japanese	....	5 00
Yellow Eyes	....	5 50
Lima, per lb. (as to quality)	0 10	0 12
Kidney beans	6 00	6 50
Peas, white soup, per bushel	3 25	3 50
Peas, split, new crop (98 lbs.)	....	6 50
Peas (blue)	0 08	0 09

A Firmed Market Obtains For Rice

Montreal.

RICES, TAPIOCA.—Firmness continues to rule in this market for both products. There is a routine demand but this is only seasonable, and what good rices are available are to be had only at fully maintained prices.

Carolina	....	17 00
Honduras	....	18 00
Siam No. 2	....	13 00
Siam (fancy)	....	12 00
Rangoon "B"	....	12 75
Rangoon CC	....	12 50
Mandarin	....	13 75
Pakling	....	13 00
Patna	0 14	0 15½
Japan	0 16	

Broken rice, fine	7 00	7 50
Do., coarse	....	8 50
Tapioca, per lb. (seed)	0 13	0 15
Tapioca (pearl)	0 13	0 15
Tapioca (flake)	0 12½	0 13
Sago (brown)	0 15	0 16

Note.—The rice market is subject to frequent change and the price basis is quite nominal.

Some New Nuts in; Various Peanuts Scarce

Montreal.

NUTS.—It is extremely difficult to obtain various grades of peanuts from the United States, one importer states. Virginia grades are not to be had in any but small quantities. Chinese and Japanese grades have been more freely offered of late. The basis for these is lower than that for the Virginia grades. This week supplies of Chilean walnuts and of Naples filberts have been received by one of the local jobbing houses.

Almonds, per lb.	....	0 28
Almonds (shelled)	0 57	0 60
Almonds (Jordan)	....	0 70
Brazil nuts (new)	0 28	0 33
Brazil nuts (medium)	0 15	0 17
Filberts (Sicily), per lb.	0 29	0 31
Filberts, Barcelona	0 25	0 26
Hickory nuts (large and small), lb.	0 10	0 15
Pecans (new Jumbo), per lb.	0 32	0 35
Peanuts—		
Jumbo	0 20	0 23
Fancy	0 16	0 17
Extras	0 12	0 14
Shelled, No. 1, Spanish	0 25	0 26
Salted Spanish, per lb.	0 29	0 30
Shelled, No. 1 Virginia	0 16½	0 18
Do., No. 2	....	0 14
Peanuts (salted)—		
Fancy wholes, per lb.	....	0 38
Fancy splits, per lb.	....	0 33
Pecans (new Jumbo), per lb.	0 32	0 35
Pecans, large, No. 2, polished	0 32	0 35
Pecans, New Orleans, No. 2	0 21	0 24
Pecans, "paper shell," extra large Jumbo	....	0 60
Walnuts (Grenoble)	0 29	0 35
Walnuts (new Naples)	0 23	0 25
Walnuts (shelled)	....	0 90
Walnuts (Spanish)	0 30	0 33

Note—Jobbers sometimes make an added charge to above prices for broken lots.

New Dates to Hand; Apples; Apricots Up

Montreal.

DRIED FRUITS.—There has been quite a little readjustment of quotations for dried fruits, including advances for apples and pears, peaches and apricots. There also has been some changing of price on prunes, increases being made for the larger kinds and some lower prices applying on the small. New crop fruits are now said to be rolling from the California production points.

Apricots, fancy	....	0 32
Do., choice	0 25	0 30
Apples (evaporated)	0 25	0 25½
Peaches (fancy)	0 24	0 27
Faced	0 19	0 20
Choice	0 20	0 24
Extra choice	0 21	0 24
12 oz., per pkge.	0 16	0 18
Pears	0 20	0 25
Drained Peels (old)—		
Citron	....	0 45
Orange	0 43	0 44
Citron	0 59	0 60
Raisins—		
Bulk, 25-lb. boxes, lb.	0 18	0 23
Muscatels, 2 crown	....	0 16
Do., 1 Crown	....	0 14
Do., 3 crown	....	0 18
Cal. seedless, cartons, 16 oz.	....	0 23
Choice seeded, 12 oz.	....	0 14
Fancy seeded	....	0 14
15 oz.	0 16	0 18
11 oz.	0 13½	0 14
Choice seeded, 15 oz.	....	0 13
Seedless, 15 oz. pkg.	....	0 23
Currants, old pack, 15 oz.	0 24	0 27
Currants (Amarites), loose	....	0 27½
Dates, Excelsior, per case (36-10s)	....	6 25
Fard, 12-lb. boxes	....	3 25
Packages only	0 19	0 20
Do., Dromedary (36-10 oz.)	....	7 25
Packages only, Excelsior	....	0 20
Do., Dromedary	....	0 22
Figs (layer), 10-lb. boxes	2 60	3 00
Figs, white (70 4-oz. boxes)	....	5 40
Do. (28 8-oz. boxes)	....	3 50
Do. (12 10-oz. boxes)	....	2 20
Figs, Spanish (cooking), 22-lb. boxes	....	0 14
Prunes (25-lb. boxes)—		
30-40s	0 32	0 35
40-50s	....	0 30
50-60s	....	0 25
60-70s	0 22	0 25
70-80s (25-lb. box)	0 20	0 22
80-90s	0 17	0 19
90-100s	0 16	0 17
100-120s	....	0 14
Peels—		
Orange	....	0 37
Cut mixed (1-lb. cartons), doz.	4 10	4 80
In 36 lb, case	....	12 75
Cut, 10-lb. boxes (lb.)	....	0 48

Molasses is Higher; Corn Lower; Syrup Not

Montreal.

SYRUPS AND MOLASSES.—One local jobbing house has advanced the price of molasses 2 cents a gallon. Others may increase their quotations at any time. There has been quite a marked decline in the price of corn, but as yet there is no reduction in the price of syrup. It takes awhile before the advance of price for corn or a decline really affects the price of syrup, Chicago basis being that on which prices are figured and supplies taking some time to come from there.

Corn Syrups—		
Barrels, about 700 lbs., per lb.	....	0 08¼
Half bbls.	....	0 08½
Kegs	....	0 08¾
2-lb. tins, 2 doz. in case, case	....	5 45
5-lb. tins, 1 doz. in case, case	....	6 05
10-lb. tins, ½ doz. in case, case	....	5 75
20-lb. tins, ¼ doz. in case, case	....	5 70
2-gal. 25-lb. pails, each	....	2 60
3-gal. 38½-lb. pails, each	....	3 85
5-gal. 65-lb. pails, each	....	6 25
White Corn Syrup—		
2-lb. tins, 3 doz. in case, case	....	5 95
5-lb. tins, 1 doz. in case, case	....	6 55
10-lb. tins, ½ doz. in case, case	....	6 25
20-lb. tins, ¼ doz. in case, case	....	6 20
Cane Syrup (Crystal) Diamond—		
2-lb. tins, 2 doz. in case, per cs.	....	7 50
Barrels, per 100 lbs.	....	10 00
Half barrels, per 100 lbs.	....	10 25
Glucose, 5-lb. cans (case)	....	4 80

	Prices for Island	Montreal
Barbadoes Molasses—		
Puncheons	0 98	1 03
Barrels	1 01	1 06
Half barrels	1 03	1 08
Antigua Molasses—		
Puncheons	0 98 1 00	1 03 1 05
Barrels	1 01 1 03	1 06 1 08
Half barrels	1 03 1 05	1 08 1 10

Note—Prices on molasses to outside points average about 3c per gallon less.

Big Lots Sugar Bought At 22c; Honey Steady

Montreal.

MAPLE PRODUCTS, HONEY. — A large user of maple sugar stated to CANADIAN GROCER this week that he had paid 22 cents per pound for car lots of sugar. The product is said to have left first hands quite entirely and so the tendency is to hold supplies at firm price. There is a light but steady demand. Honey is steadily held without change, and of this there is a fair movement.

Maple Syrup—		
13½-lb. tins (each) (nominal)	2 50	2 60
10-lb. cans, 6 in case, per case	15 10	20 15
5-lb. cans, 12 in case, per case	17 10	21 05
2½-lb. cans, 24 in case, per case	18 50	21 30
Maple Sugar (nominal), small lots	0 27	0 32
Honey, Clover—		
Comb (fancy)	....	0 30
Comb (No. 1)	....	0 26
In tins, 60 lbs., per lb.	....	0 24
30-lb. pails	....	0 25
10-lb pails	....	0 26
5-lb. pails	....	0 25
Buckwheat, 6-lb. tins, lb.	....	0 18

Coffee Unchanged, But Easing Tendency

Montreal.

COFFEE, COCOA.—No actual change has developed in the coffee market, locally. The tendencies outside have been easier, buyers have been purchasing lightly, and the probabilities are that lower quotations may be in effect if the outside market rules as it has for the past week or two. The cocoa movement is steady and seasonable and the tendency quite a firm one.

Coffee—		
Bogotas, lb	0 45	0 47
Maracaibo, lb.	0 42½	0 44
Jamaica, lb.	0 40	0 43
Mocha (types)	0 44	0 47
Mexican, lb.	0 44	0 46
Rio, lb.	0 37	0 39½
Santos, Bourbon, lb.	0 44	0 47
Santos, lb.	0 43	0 45
Cocoa—		
In 1-lbs., per doz.	....	5 25
In ½-lbs., per doz.	....	2 75
In ¼-lbs., per doz.	....	1 45
In small size, per doz.	....	1 10

Teas Marked Higher; Many Go To States

Montreal.

TEAS.—An actual advance in the price on better grade teas has been effected, the increase being from 3c to 5c on the range of prices appearing below. Finest grades are selling at 80c to $1 per pound—that is for Japans. A great deal of movement of best teas has been going on of late—teas that were shipped from the growing centres with optional destinations. The movement of medium quality teas is satisfactorily good.

Pekoe, Souchongs, per lb.	0 48	0 51
Pekoes, per lb.	0 52	0 55
Orange Pekoes	0 60	0 65
Japan Teas—		
Choice (to medium)	0 65	0 75
Early picking	0 65	0 70
Finest grades	0 80	1 00
Javas—		
Pekoes	0 39	0 41
Orange Pekoes	0 44	0 47
Broken Orange Pekoes	0 40	0 43

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

A Steady Trade For Spices; Cloves High

Montreal.

SPICES.—The movement of spices to the trade has been pleasing to the importers and wholesalers and a great deal of activity has been manifest. The undertone continues a steadily firm one and the clove basis is especially strong and firm with advances not unlikely.

Allspice	0 20	0 22
Cassia (pure)	0 32	0 35
Cinnamon—		
Rolls	....	0 35
Pure ground	0 35	0 40
Cloves	0 60	0 70
Cream of tartar (French pure)	0 45	0 [illegible]
American high test	0 80	0 85
Ginger	0 30	0 40
Ginger (Cochin or Jamaica)	....	0 35
Mace	0 80	1 00
Mixed spice	0 30	0 32
Nutmegs, whole	0 60	0 70
Do., ground	0 60	0 65
Pepper, black	0 38	0 40
Pepper, white	0 50	[illegible]
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 27

Paprika	0 65	0 70
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	1 00	1 10
Cardamon seed, per lb., bulk	....	2 00
Carraway (nominal)	0 30	0 40
Cinnnamon, China, lb.	....	0 30
Cinnamon, per lb.	....	0 35
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Shredded cocoanut, in pails	0 21	0 28
Pimento, whole	0 20	0 22

For spices packed in cartons add 4½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

Bulk and Package Oats Are Higher

Montreal.

CEREALS.—The market on rolled oats is higher, and one jobber is quoting bulk at $5.10 per 90 pound sack. Porridge oats in packages are also advanced 45c per case, the new prices being $6.45 for the small and $6.25 per case for the large. Corn markets have been lowering and a change may soon be made in the way of a reduction of cornmeal. In the meantime there is quite an improved sale for cornmeal, dealers filling in their depleted stocks.

Self-raising Flour—		
3-lb. pkgs., doz.	....	2 90
6-lb. pkgs., doz.	....	5 70
Cornmeal, Gold Dust	....	6 00
Golden	....	5 75
Barley, pearl	6 00	6 25
Barley, Pot, 98 lbs.	5 00	5 50
Barley (roasted)	....	7 50
Buckwheat flour, 98 lbs.	5 50	6 00
Hominy grits, 98 lbs.	6 00	6 50
Hominy, pearl, 98 lbs.	6 00	6 50
Graham flour	5 75	5 90
Oatmeal (standard - granulated and fine)	6 00	6 30
Oatmeal, fine cut, in pkgs., c/s.	....	4 60
Peas, Canadian, boiling, bush.	4 00	5 50
Split peas (per 98 lbs)	6 00	6 50
Rolled oats, 90-lb. bags	5 40	5 50
Rolled oats (family pack.), case	....	5 60
Rolled oats (small size), case	....	2 00
Oat flakes (case 20 pkgs.)	....	5 60
Rolled wheat (100-lb. bbls.)	....	7 10
Porridge Wheat—		
Packages, 36 in case	....	6 45
Packages, 20 in case (family pack.)	....	6 25
Puffed wheat, sace	....	4 25
Puffed Rice	....	5 25
Wheat Food, 18, 1½s	....	3 25
Tapioca flour, lb.	0 15	0 16

Decided Firmness In Flour Markets

Montreal

FLOUR.—Markets are steadily firm, with little or no export business being done but with millers' costs reported higher than ever. Whether this will presage an advance in the quotable basis later cannot now be stated, but there is a feeling that prices may be higher. The supplies of new wheat are available for milling—particularly at Western points.

Standard Wheat Flours—		
Straight or mixed cars, 50,000 lbs. on track, per bbl., in (2) jute bags, 98 lbs.	....	11 00
Per bbl., in(2)cotton bags, 98 lbs.	....	11 15
Small lots, per bbl. (2) jute bags, 98 lbs.	....	11 30
Winter wheat flour (bbl.)	....	10 75

Demand Takes Supply of Bran and Shorts

Montreal.

MILLFEED.—While the millers have been able to operate more uninterruptedly, the demand has continued so strong for bran and shorts as to pretty well absorb the whole available tonnage. Prices are held at the unchanged prices of $45 and $55 per ton and are unlikely to be lower, not for the present in any case.

Shorts—		
Mixed cars	....	55 00
Bran—		
Mixed cars	....	45 00
Crushed oats	60 00	68 00
Barley chop	64 00	75 00
Special, middlings	....	56 00
Feed flour (98 lb. sack)	....	3 75
Gluten Feed (22% Protein)—		
F.O.B. Cardinal	....	56 50
F.O.B. Fort William	....	55 00

Hay is Reduced; Grain Lower, Too

Montreal.

HAY AND GRAIN.—Prices are easier on hay. The season has only opened and it will be a little while before there is much heavy trading, users buying only as their requirements demand. One heavy operator believes that $15 hay will be available before the end of the year. Oats and barley are ruling on a reduced price basis, around 3½c per bushel being the drop on oats and 11c to 14c for barley.

Hay—		
Good, No. 1, per 2,000-lb. ton	....	23 00
Do., No. 2	....	22 00
Do., No. 3	....	20 00
Straw	....	11 00
Oats—		
No. 2 C.W. (34 lbs.)	....	0 97½
No. 3 C.W.	....	0 96½
Extra feed	....	....
No. 1 feed	....	0 95
No. 2 feed	....	0 93
Barley—		
No. 3 extra Ontario	....	1 46
No. 3	....	1 42

Note—These prices are at elevator and bags and bagging are not included.

Cranberries At $15.00; Bigger Fruit Range

Montreal.

FRUITS.—Cranberries are now arriving on this market and there is a price of $15 per barrel on these. Peaches and pears, and grapes also, are available in bigger variety and there is a somewhat easier price tendency. Apples are in favor and are selling freely.

Apples—		
Hampers	2 50	3 00
Barrels, No. 1	7 00	8 00
Duchess, No. 2	5 50	6 00
Do., No. 3	....	5 00
Alexander	....	....
Wealthy	....	....
Apricots, box	....	3 25
Bananas (as to grade), bunch	5 00	6 00
Blueberries, qt.	....	0 30
Do., (11 baskets)	....	3 75
Canteloupes, basket (12)	....	1 25
Cranberries, bbl.	....	15 00
Grapefruit (fancy Porto Rico)	4 50	5 50
Grapes (box) (30 lbs.)	....	3 50
Grapes, basket	0 50	0 75
Lemons, Messina	6 00	6 50
Melons (Montreal), doz.	....	10 00
Pears, California (110 size)	4 75	5 75
Peaches, California (box)	1 75	2 00
Peaches (small basket)	....	0 50
Peaches, large basket	1 25	1 50
Oranges, Cal., Valencias	....	6 50
288-324	....	4 50
250	....	5 00
176, 200, 216	....	6 00

Weather Advances Potato Basis; Eggplant at $1.50

Montreal.

VEGETABLES.—Prices have temporarily increased for potatoes, and the bad weather of last week is responsible for this. There is a good prospect of a big potato yield here, and if the weather conditions permit farmers to harvest this the prices ought to be lower later in the season. Eggplant is to be had at $1.50 to $2 per dozen, according to quality. Best grades tomatoes are somewhat firmer in price.

Beans, new string, Montreal, 20-lb. bag	1 50	2 00
Beets, new, bag (Montreal)	....	1 25
Cucumbers (Montreal), doz.	....	0 15
Chickory, doz.	....	0 75
Cauliflower (Montreal), doz.	1 50	2 00
Cabbage (Montreal), doz.	0 50	0 75
Carrots, bag	....	1 25
Celery, doz.	1 00	1 50
Corn (per bag), doz.	0 20	0 25
Egg Plant, doz.	1 50	2 00
Garlic, lb.	0 25	0 30
Do., doz.	....	1 50
Lettuce (curly), doz.	....	0 25
Lettuce (Montreal), head	....	0 50
Leeks	....	1 50
Mint	....	0 30
Mushrooms, lb.	....	1 25
Basket (about 3 lbs.)	....	3 50
Onions, Texas, hamper	....	4 00
Yellow, 95-lb. sack	....	7 00
Red, bag	....	3 00
Spanish, crate	....	7 00
Parsley (Canadian)	....	0 20
Potatoes, Montreal (90-lb. bag)	1 90	2 00
Radishes, doz.	....	0 25
Rhubarb, doz.	....	0 25
Spinach, box	1 00	1 25
Turnips, Quebec, bag	....	2 00
Do., Montreal	....	1 25
Do., new, doz.	....	0 40
Tomatoes (Montreal), 30-lb. box	....	0 50
Do., Rose	....	1 00
Do., hothouse, lb.	....	0 28

ONTARIO MARKETS

TORONTO, Sept. 17. It has been a dull week as far as changes on the grocery markets are concerned. There have been very few variations from the prevailing prices and business conditions, while good, do not offer anything of unusual interest to record.

Another Refinery Advances Price

Toronto

SUGAR.—There is a gradually growing improvement in the sugar situation, though stocks are still short, and likely to remain so for some time. More refiners, however, are offering sugar, and little by little are catching up with the demand. The Atlantic Sugar Refinery this week advanced its price 50 cents, making the price $11.21.

St. Lawrence, extra granulated	11 21
Atlantic, extra granulated	11 21
Acadia Sugar Refinery, extra granulated	10 71
Can. Sugar Re'nery, extra granulated	10 61
Dom. Sugar Refinery, extra granulated	10 16

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis; 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies, 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2s, 55c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 70c. Yellows same as above.

Firm Tone To Molasses Market

Toronto

SYRUP AND MOLASSES.—There has been no change in corn syrups for some time. There is a fair movement,

but no indication of any change in prices. Some new crop molasses is arriving on the market, and there is a very firm tone to the trading.

Corn Syrups—		
Barrels, about 700 lbs., yellow, per lb.		$0 08¼
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case		5 95
Cases, 5-lb. tins, white, 1 doz. in case		6 55
Cases, 10-lb. tins, white, ½ doz. in case		6 25
Cases, 2-lb. tins, yellow, 2 doz. in case		5 45
Cases, 5-lb. tins, yellow, 1 doz. in case		6 05
Cases, 10-lb. tins, yellow, ½ doz. in case		5 75
Cane Syrups—		
Barrels and half barrels, lb...	0 08	....
Half barrels, ¼c over bbls.; ¼ bbls., ½c over.		
Cases, 2-lb. tins, 2 doz. in case		7 00
Molasses—		
Fancy, Barbadoes, barrels	1 10	1 15
Choice Barbadoes, barrels		1 00
West India, bbls., gal.		0 44
West India, No. 10, kegs		6 50
West India, No. 5, kegs		3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes		4 90
Tins, 3-lb. table grade, case 2 doz., Barbadoes		6 75
Tins, 5-lb., 1 doz. to case, Barbadoes		5 30
Tins, 10-lb., ½ doz. to case, Barbadoes		5 20
Tins, No. 2, baking grade, case 2 doz.	3 50	4 00
Tins, No. 3, baking grade, case of 2 doz.	4 70	6 50
Tins, No. 5, baking grade, case of 1 doz.	3 75	6 20
Tins, No. 10, baking grade, case of ½ doz.	3 60	6 00
West Indies, 1½s, 48s	4 60	6 95

Good Demand For Package Lines

Toronto.

PACKAGE GOODS.—There is a fair movement in all lines of package goods with no changes in prices noted during the week.

PACKAGE GOODS		
Rolled Oats, 20s round, case		$5 60
Do., 20s square, case	5 10	5 60
Do., 36s, case		4 00
Do., 18s, case		2 00
Corn Flakes, 36s, case	4 00	4 25
Porridge Wheat, 36s, regular, case		6 00
Do., 20s, family, case		5 80
Cooker Package Peas, 36s, case		3 60
West Indies, 1½s, 48s	4 60	6 95
Cornstarch, No. 1, lb, cartons	0 11½	0 11¾
Do., No. 2, lb. cartons		0 10¼
Laundry starch		0 10
Laundry starch, in 1-lb. cartons		0 12
Do., Do., in 6-lb. tin canisters		0 13¼
Do., Do., in 6-lb. wood boxes		0 13¼
Potato Flour, in 1-lb. pkgs.		0 16
Fine oatmeal, 20s		5 60
Cornmeal, 24s		3 65
Farina, 24s		2 35
Barley, 24s		2 35
Wheat flakes, 24s		5 40
Wheat kernels, 24s		4 50
Self-rising pancake flour, 24s		3 30
Buckwheat flour, 24s		3 30

Canned Goods Remain Unchanged

Toronto.

CANNED GOODS.—There is a fair movement in canned goods at the present time. Some grades of jam are practically off the market, and there is a growing scarcity in many lines.

Salmon—		
Sockeye, 1s, doz.		4 75
Sockeye, ½s, doz.		2 95
Alaska reds, 1s, doz.	4 25	4 50
Do., ½s		3 00
Chums, 1-lb. talls	2 35	2 60
Do., ½s, doz.	1 35	1 45
Pinks, 1-lb. talls	2 35	2 60
Do., ½s, doz.	1 35	1 50
Cohoes, ½-lb. tins	2 00	2 10
Cohoes, 1-lb. tins	3 75	3 90
Red Springs, 1-lb. talls	3 75	4 25
White Springs, 1s, dozen	2 30	2 35
Lobsters, ½ lb., doz.		6 00
Do., ¼-lb. tins		
Whale Steak, 1s flat doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	2 10
Canned Vegetables—		
Beets, 2is, dozen		1 95
Tomatoes, 2½s, doz.		2 25
Peas, standard, doz.	1 97½	2 02½
Peas, early June, doz.	2 12½	2 17½
Do., Sweet Wrinkle, doz.	2 40	2 45
Do., extra sifted, doz.	2 77½	2 82½
Beans, golden wax, doz.		
Asparagus, tins, doz.	3 85	4 25
Asparagus butts, 2½s, doz.		2 50
Canadian corn		
Corn, American, 2s, doz.	2 15	2 25
Pumpkins, 2½s, doz.		1 25
Spinach, 2s, doz.		1 90
Do., 2½s, doz.	2 52½	2 80
Do., 10s, doz		10 00
Pineapples, sliced, 2s, doz.		
Do., shredded, 2s, doz.		
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 52½
Do., standard, 10s, doz.		5 00
Apples, gal., doz.		
Peaches, 2s, doz.		2 87½
Pears, 2s, doz.	2 35	2 87½
Plums, Lombard, 2s, doz.		2 40
Do., Green Gage		
Cherries, pitted, H. S.	4 35	4 40
Raspberries, 2s, H.S.	4 65	4 75
Strawberries, 2s, H.S.		5 25
Blueberries, 2s	2 10	2 35
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Jams—		
Apricot, 4s, each		0 90
Black currants, 16 oz., doz.		4 50
Do., 4s, each		1 10
Gooseberry, 4s, each		0 84
Peach, 4s, each		0 88
Red currants, 16 oz., doz.		3 45
Raspberries, 16 oz., doz.		4 50
Do., 4s, each		1 10
Strawberries, 16 oz., doz.		4 50
Do., 4s, each		1 15

New Smyrna Figs Will Cost Fortune

Toronto.

DRIED FRUITS.—Quotations have been received on the first shipment of new figs that should reach New York about Nov. 15. They will sell about 30 to 45 cents in bond, Now York, for 3 to 7 crown, and 5 to 7 crown bonbon figs will probably sell at 50 to 55 cents in bond, New York. These are, of course, prohibitive prices, and it will be practically impossible to sell at these figures. It is expected, however, that subsequent prices will be easier.

New bulk dates will arrive about Nov. 7, and according to present indications, will sell from 12 to 15 cents, which though high, is not so high as to prohibit sales.

Apricots, unpitted		
Do., fancy, 25s		
Do., choice, 25s		
Do., standard, 25s		
Candied Peels, American—		
Lemon		0 44
Orange		0 48
Citron	0 47	
Currants—		
Grecian, per lb.	0 22	0 23
Australians, 3 Crown, lb.	0 22	0 23
Dates—		
Excelsior, pkgs., 3 doz. in case		6 50
Dromedary, 3 doz. in case		7 50
Figs—		
Taps, lb.		
Malagas, lb.		
Comadre figs, mats, lb.		
Smyrna figs, in bags	0 18	0 19
Cal., 4 oz. pkgs., 70s, case		5 00
Cal., 8 oz., 20s, case		3 25
Cal., 10 oz., 12s, case		2 25
Prunes—		
30-40s, per lb.		
40-50s, per lb.		
50-60s, per lb.		
60-70s, per lb.		0 26½
70-80s, per lb.		
80-90s, per lb.		
90-100s, per lb.		
100-120s, per lb.		0 15½
Peaches—		
Standard, 25-lb. box, peeled		
Choice, 25-lb. box, peeled		
Fancy, 25-lb. boxes		
Practically peeled, 25-lb. boxes		
Extra choice, 25-lb. box, peeled		
Raisins—		
California bleached, lb.		
Extra fancy, sulphur, blch., 25s		
Seedless, 15-oz. packets		0 23
Seeded, fancy, 1-lb. packets		
Seeded, 15-oz. packets	0 18	0 18½
Seedless, Thompson's, bulk		0 20
Seedless, 16-oz. packets		0 20
Crown Muscatels, 25s	0 15¾	0 17

Oat Products Show Declines

Toronto.

CEREALS.—There has been an easier feeling in cereals during the week, especially in oat products, that have declined about 50 cents a bag. Rolled oats are now quoted at $5.25, with oatmeal showing about the same decline. Cornmeal is also showing an easier tendency.

	Single Bag Lots F.o.b.	Lots Toronto
Barley, pearl, 98s	5 50	6 00
Barley, pot, 98s	4 25	4 50
Barley Flour, 98s		4 50
Buckwheat Flour, 98s		
Cornmeal, Golden, 98s	5 75	6 00
Do., fancy yellow, 98s	5 00	5 50
Hominy grits, 98s	5 50	6 00
Hominy, pearl, 98s	5 25	5 75
Oatmeal, 98s	5 70	5 80
Oat Flour		
Rolled oats, 90s		5 25
Rolled Wheat, 100-lb. bbl.	6 50	7 00
Breakfast Food No.1		6 15
Do. No. 2		6 15
Rice flour, 100 lbs.		10 00
Linseed meal, 98s		6 75
Peas, split, 98s		6 50
Blue peas, lb.		0 10

Tea Market Very Firm

Toronto

TEAS.—There is a continued firmness in teas that gives no indication of changing. Demand is good for all lines. Conditions in the East seem to favor further advances rather than a downward movement.

Ceylons and Indians—		
Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 56
Broken Pekoes	0 56	0 58
Broken Orange Pekoes	0 58	0 60
Javas—		
Broken Orange Pekoe	0 58	0 65
Broken Pekoes	0 40	0 45
Japans and Chinas—		
Early pickings, Japans	0 53	0 55
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

Easier Feeling In Coffee Trade

Toronto.

COFFEE.—There has been a generally easier feeling noticed in coffee, reflecting the dullness of the United States Market. Demand is fair, but prices generally are easier. The prices for the week are as follows:

Java, Private Estate	0 51	0 53
Java, Old Government, lb.	0 49	0 50
Bogotas, lb.	0 49	0 50
Guatemala, lb.	0 48	0 52
Mexican, lb.		0 50
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	0 45	0 46
Blue Mountain Jamaica		0 53
Mocha, Arabian, lb.	0 49	0 53
Rio, lb.	0 37	0 39
Santos, Bourbon, lb.	0 46	0 47½
Ceylon, Plantation, lb.		
Chicory, lb.	0 30	0 32
Cocoa—		
Pure, lb.		0 31
Sweet, lb.		0 31

Spices Steady; Changes Expected

Toronto

SPICES.—There were no changes re-

corded in this market this week, but there is an indication that changes are to be expected in the near future, and the tendency in most lines will be toward somewhat easier prices.

Allspice	0 19	0 21
Cassia	0 33	0 40
Cinnamon	0 35	0 50
Cloves	0 70	0 75
Cayenne	0 33	0 37
Ginger	0 28	0 38
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 32	0 38
Pickling spices	0 22	0 30
Mace	0 90	1 10
Peppers, black	0 40	0 43
Peppers, white	0 50	0 53
Paprika, lb.	0 60	0 70
Nutmegs, selects, whole, 100s..	0 45	0 50
Do., 80s	....	0 55
Do., 64s	0 60	0 65
Mustard seed, whole	0 40	0 45
Celery seed, whole	....	0 75
Coriander, whole	0 25	0 30
Carraway seed, whole	0 40	0 50
Tumeric, whole	0 25	0 27
Cream of Tartar—		
French, pure	....	0 80
American high test, bulk	0 75	0 80
2-oz. packages, doz.	....	1 75
4-oz. packages, doz.	....	3 25
8-oz. tins, doz.	....	6 75

Little Rice Reached Market

Toronto.

RICE AND TAPIOCA.—There is a great difficulty in obtaining stocks of rice, and some dealers are finding difficulty in filling contracts owing to this decline in supply. Prices remain unchanged for the week.

High Nut Prices Limit Sales

Toronto

NUTS.—There is little movement in nuts at the present time, owing to the prohibitive prices. There is a good deal of interest taken in the opening prices on California almonds, which is 28 cents in bond, New York, while hard shells are at 17 cents. These prices are, it is believed, too high to interest the Canadian trade.

Dealers Not Buying; Honey Too High

Toronto.

HONEY AND SYRUP.—Beekeepers are still holding out for their price of 25 cents. Buyers, however, consider this too high, and are only buying when some stocks are offered at a lower figure. Dealers contend that prices must come down, and that they cannot buy at present figures with any chance of disposing of their stocks. There is no change in the market in regard to syrups.

Dull Market Noted in Beans

Toronto.

BEANS.—There is no great interest in the bean market at the present time, business is inclined to be somewhat dull, but despite that fact prices remain fairly steady.

Ontario, 1-lb. to 2-lb. pickers, bus.	....	$5 00
Do., hand-picked, bus.	5 50	5 75
Japanese Kotenashi, per bush.	....	4 50
Rangoons, per bushel	....	3 00
Limas, per lb.	....	0 12½

Fruit Prices Show Declines

Toronto.

FRUIT.—There are heavy supplies of local fruit still arriving, and this naturally is accorded the greatest interest on the market. Peaches were somewhat easier, and grapes will likely be easier during the week though still selling at 45c. Imported fruit is fairly plentiful, and is generally lower in price. This week's prices are as follows:

Bananas, Port Limons	....	0 07½
Valencia Oranges—		
100s, 126s, 150s, 176s, 200s, 216s, 250s, 288s, 300s, 360s...	5 50	6 50
Cal. Grapefruits, 70s, 80s	....	6 75
Lemons, Messina Verdellis, box..	6 50	6 75
Colorado peaches, boxes	....	2 00
Domestic peaches—		
Leno covered, 11 qt.	1 35	1 50
Do., 6 qt.	0 75	0 90
Flat covered, 11 qt.	1 25	1 40
Do., 6 qt.	0 65	0 75
Plums, 11 qts.	1 75	2 00
Do., 6 qts.	1 25	1 40
Apples, barrels	5 00	6 00
Cal. Apples, Gravensteins, box..	....	3 75
Cal. Bartlett Pears, box	....	5 00
California Hardy, box	....	4 75
Oregon Howell, box	....	5 50
Can. Pears, 11 qts.	0 75	1 00
Oregon Prunes, box	1 65	2 00
Grapes, Cal. Malaga, crate	....	3 50
Can. Grapes, 6 qts., lenos	....	0 60
Salmon flesh, 16 qts.	0 75	0 90
Do., 11 qts.	0 50	0 75

Vegetables Show Downward Tendency

Toronto.

VEGETABLES.—There are plentiful stocks of most varieties of vegetables, though some of the well-known lines are beginning to grow scarce. Potatoes are prevailing price for good Ontario. Sweet potatoes are arriving in good shape and are selling $3.00 per hamper. Spanish Onions are offered $6.75 to $7.00.

Beets, bag	1 25	1 50
Cabbage, hamper	1 50	2 00
Carrots, per bag	1 25	1 50
Can. Lettuce, doz.	0 50	0 75
Onions, fine hard, 100-lb. sacks...	....	5 50
Do., doz.	0 50	0 60
Can. Onions, 75-lb. sacks	3 75	4 00
Do., 100 lbs	....	5 00
Spanish Onions, large crates	6 75	7 00
Do., half case	....	4 00
Parsley, per basket	....	1 00
Peppers, green, doz.	0 75	0 90
Do., red	0 75	0 85
Celery, doz.	0 50	0 60
Wax Beans, Can., 11-qt. basket..	....	0 75
Do., 6-qt. basket	....	0 35
Cucumbers, 11 qt. basket	....	0 50
Potatoes—		
Delawares, bag	....	3 00
Ontario, 90-lb. bags	....	2 50
Ontarios, No. 2s	....	2 25
Jersey Sweet Potatoes, hamper...	....	3 00
Turnips, bag	0 30	0 40
Tomatoes, 11-qt. basket	0 25	0 50
Can. Corn, doz.	....	0 20
Egg plant, 11-qt. basket	....	0 75
Gherkins, 11 qts.	0 75	1 25
Sweet Potatoes	....	3 25

Flour Shows Firmer Tendency

Toronto.

FLOUR.—There is little change in the flour situation this week. Business is good and prices are firm. Any tendency toward a change would be of an upward nature.

Flour—

Government standard, 74 per cent. extraction.

Ontario winter wheat flour, in carload shipments, on track, in cotton bags	....	11 15
In jute bags	....	11 00

Foods Firm; Demand Keen

Toronto.

FEEDS.—There is a very keen demand for feeds, and available stocks are hardly equal to the demand, even at present high prices. There is no present indication of any change in price.

	In carlots, track
Bran, per ton	55 25
Shorts, per ton	45 25
Marrows, basket	0 50

WINNIPEG MARKETS

Sugar Shows Improved Delivery

Winnipeg.

SUGAR.—There is an improvement in sugar deliveries. There has been considerable sent to Saskatchewan and Alberta. Manitoba is not so well off.

Olives Advance 25 Cents a Gallon

Winnipeg.

OLIVES. — California green olives have advanced from 20c to 25c per gallon.

Tea Prices Hold Very Firm

Winnipeg.

TEA.—All tea stocks are held at very firm prices by importers and shippers. There has been an advance of 2 cents per pound on many lines. Cable just received from Ceylon states that common and medium teas are very strong indeed.

Coffee Declines Three Cents

Winnipeg.

COFFEE.—Rio Coffee has been dropping very fast; a decline is reported of a further 3 cents. It is felt that the bottom has been reached for the time being, which will last for a short time only, when a reaction is looked for in New York. Santos is reported strong, it is estimated that where three to three-and-a-half million sacks were expected there will be less than two million sacks shipped.

Mustard Seed May Advance

Winnipeg.

MUSTARD.—Mustard seed is reported very scarce and very high, an advance in mustard is looked for.

SPICES.—Paprika has advanced in the past two or three months from 10 to 15 cents per pound for the high grade which is in big demand and very scarce. Jamaica ginger is reported 3 to 4 cents per pound higher this year than last. Allspice is reported slightly higher, also a very short crop.

PEPPER.—White pepper has advanced from 3 to 5 cents per pound. Black pepper remains unchanged but quite firm.

U.S. Rice Offering; Purchases Heavy

Winnipeg.

RICE.—There is a very free offering of U. S. rice on this market, and even at the high prices quantities are being bought.

Confectionery Advances; Supplies Short

Winnipeg.

CONFECTIONERY. — Advances have taken place on all staple lines of confectionery, due to the advance in sugar and other lines which enter into the manufacture, also the increase in labor costs. Supplies are not plentiful.

Canned Meats Decline; Vegetables High

Winnipeg.

CANNED GOODS.—A. Clark, Ltd., have issued a new price list for the West. There is a noticeable decline in many meat lines. Dominion Canners have named tentative prices on corn and tomatoes. Prices are in advance of those expected by the trade here, especially corn. It is felt that if the tentative opening price is a criterion of the final price to be named that it will mean that United States corn will be used largely to supply the wants of the Western trade, as it is possible to bring in United States corn at a saving of from 40 to 50 cents a case over what it costs to bring Canadian corn out. British Columbia tomatoes are expected on this market in a few days.

Seeded Raisins Very Scarce

Winnipeg.

DRIED FRUITS.—Spot seeded raisins are being cleaned up rapidly. Seedless have been cleaned up for some time.

Continued on Page 46

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Sept. 17.—Campbell's soups advanced twenty cents case. Pork and beans, cocoanut and Salada tea are higher this week, while Clark's roast beef and tomato ketchup are lower. Peamealed back bacon dropped four cents pound. Tomatoes, twos and half, are quoted four twenty to four sixty. Lemons, nine fifty. B. C. cantelopes, six dollars. Second crop B. C. strawberries are arriving in fine shape. Fair quantities, seven dollars crate. Egg receipts are falling off. Dairy butter is coming in fair quantities and is quoted forty to forty-three cents for choice quality.

Beans, Limas	0 12	0 15
Beans, B.C.	7 00	7 50
Flour, 96s, per bbl.	....	10 70
Rolled oats, 80s	....	4 50
Rice, Siam,	....	0 16
Japan, No. 1	17 00	18 00
Tapioca, lb.	0 13	0 15
Sago, lb.	0 13	0 15
Sugar, pure cane, granulated, cwt	....	....
Cheese, No. 1, Ontario, large	0 30	0 31
Butter, creamery, lb.	0 55	0 59
Do., dairy, lb.	0 40	0 43
Lard, pure, 3s, per case	21 00	30 00
Eggs, new-laid, local	16 50	17 00
Tomatoes, 2½s, standard, case	4 20	4 60
Corn, 2s, case	4 80	5 00
Peas, 2s, standard case	4 40	4 60
Strawberries, 2s, Ontario, case	9 00	9 85
Raspberries, 2s, Ontario, case	9 50	9 85
Cherries, 2s, red, pitted	9 00	9 50
Apples, evaporated	0 24	0 25
Do., 25s, lb.	....	0 23
Apricots, evaporated, 25s	....	0 40
Peaches, evaporated, lb.	....	0 30
Prunes, 90-100s	....	0 21½
Do., 70-80s	....	0 22¾
Do., 50-60s	....	0 23¾
Salmon, pink tall, case	....	10 25
Salmon, Sockeye, tall, case	....	....
Do., halves	18 00	19 00
Potatoes, per ton	....	40 00
Oranges	....	7 25
Lemons	....	9 50
Grapefruit	....	7 50
Canteloupes, crate	....	6 00
B.C. Strawberries, crate	....	7 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Sept. 17.—The market has been quiet, the advance on sugar being the most important feature. The quotations are as follows: Standard, $11.10; yellow, $11.60; supplies are poor. Molasses is a little higher, 90-91c. Compound lard is quoted at 31-32c. Peas, case, $4.10-$4.20. Breakfast bacon is higher, 47-50c. Case eggs are selling at 58c; fresh, 62-65c. Fruits are about the same, except plums, which are lower, $3-$3.50. Native apples, slow coming, $1.50-$5.50 barrel; crops expected to be good here and in Nova Scotia. Moose and venison selling well, 35-40c pound.

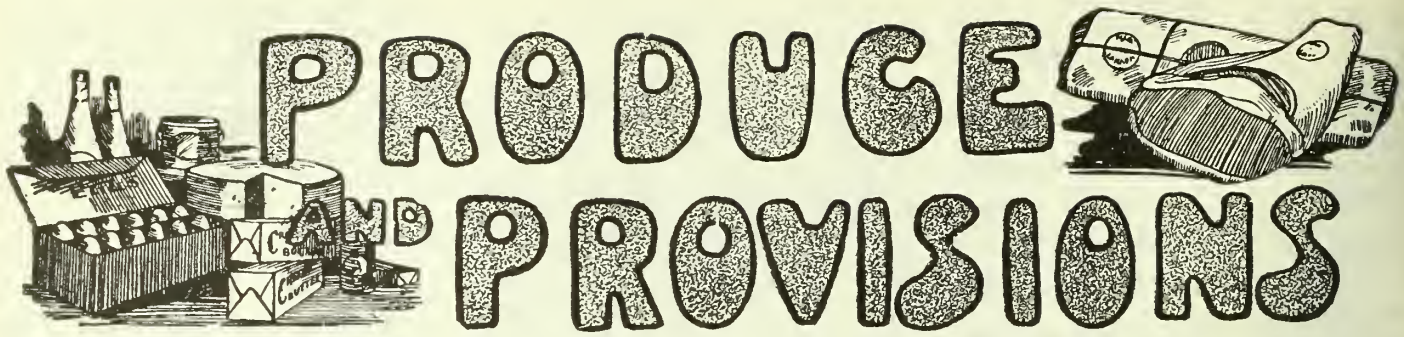
Flour, No. 1 patents, bbls., Man.	....	$12 50
Cornmeal, gran., bags	6 25	6 35
Cornmeal, ordinary, bags	4 50	4 75
Rolled oats	....	12 00
Rice, Siam, per 100 lbs.	13 75	14 00
Molasses	0 90	0 91
Sugar—		
Standard, granulated	....	11 10
No. 1, yellow	....	10 60
Cheese, New Brunswick	0 28	0 28½
Cheese, Ont., twins	0 30	0 31
Eggs, fresh, doz.	0 62	0 65
Eggs, case	....	0 58
Breakfast bacon	0 47	0 50
Butter, creamery, per lb.	....	0 55
Butter, dairy, per lb.	....	0 50
Butter, tub	....	0 43
Lard, pure, lb.	0 40½	0 41
Lard, compound	0 31	0 32
American clear pork	68 00	75 00
Beef, corned, 1s	4 55	4 90
Tomatoes, 2½s, standard case	....	4 90
Raspberries, 2s, Ont., case	....	....
Peaches, 2s standard, case	....	....
Corn, 2s, standard case	....	4 70
Peas, standard case	4 10	4 20
Apples, gal., N.B., doz.	....	5 00
Strawberries, 2s, Ont., case	....	....
Salmon, Red, spring, cases	....	....
Pinks	11 00	11 50
Cohoes	14 50	15 00
Chums	....	8 50
Evaporated apples, per lb.	....	....
Peaches, per lb.	....	....
Potatoes—		
Natives, per bbl.	3 00	3 50
Onions, American, cwt.	....	6 00
Potatoes, barrel	....	6 00
Lemons, Cal.	8 00	8 50
Pears, Cal., box	5 50	6 00
Plums, Cal., crate	3 00	3 50
Oranges, Cal., case	7 50	8 00
Grapefruit, Cal., case	12 00	14 00
Apples, Cal., Gravensteins	....	4 50
Peaches, Cal., box	....	2 50
Bananas, per lb.	0 09	0 10

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., Sept. 16.—Prices of sugar from the Pacific Coast has increased to $12.04, now almost as high as Eastern prices, which are $12.50. Flour is $5.25, and most retailers sell for $5.75 at a profit of less than 10 per cent., thus giving the lie to charges of excessive profiteering in flour, so far as local merchants are concerned. Butter and eggs market firm, though eggs are showing slight increase in receipts.

Beans, small white Japans, bu.	....	4 50
Beans, Lima, per lb.	....	0 12½
Rolled oats, brails	....	3 86
Puffed Rice, case	....	5 25
Rice, Siam, cwt.	....	14 00
Sago, lb.	....	0 11¾
Flour	....	5 25
Tapioca, lb.	....	0 11¼
Sugar, pure cane, gran., cwt.	....	12 50
Cheese, No. 1, Ontario, large	....	0 34¼
Butter, Creamery	....	0 59
Lard, pure, 3s, per case	....	21 60
Bacon, lb.	....	0 47
Eggs, new-laid	....	0 32
Tomatoes, 3s, standard, case	....	4 00
Corn, 2s, standard case	....	4 85
Peas, 2s, standard case	....	3 45
Apples, gal., Ontario	....	2 85
Apples, evaporated, per lb.	....	0 18½
Strawberries, 2s, Ont., case	....	8 50
Raspberries, 2s, Ont., case	....	8 70
Peaches, 2s, Ontario, case	....	5 50
Plums, 2s, case	....	4 00
Salmon, finest Sockeye, tall, case	....	....
Salmon, pink, tall, case	....	10 25
Pork, American clear, per bbl.	....	41 00
Peaches, Cal.	....	2 75
Apples	....	4 50
Washington yellow transparents, 2 lbs.	....	0 35
Tomatoes, 20 lbs.	....	2 75
Cucumbers, doz.	....	3 00
New potatoes, bushel	....	1 00



Fishing Treaty Provides Close Season for Sockeye

U.S. and Canada Come to Agreement Over Protection of Salmon—A Pernicious Case of Misrepresentation.

SOME material benefit to the fishing industry of British Columbia is bound to accrue from the deliberations of the International Joint Fishing Commission appointed by Order-in-Council in the Fall of 1917, whose report has just been issued. The operations of the two bodies, Canadian and American, have culminated in the signing of a fishing treaty, the outstanding feature of which is a closed season for twelve days in the height of the fishing season for the next six years. This, it is stated, will in a fair measure rehabilitate the salmon, inasmuch as it will allow them to reach a favorite spawning grounds up the Fraser River, where until the present regulations become effective, it has been almost impossible for the fish to escape the nets and traps during the season.

In British Columbia the limit of licenses to fish is set at 1,800 in any one year, while in Washington the limit is set at the number issued in that state up till August of last year. British and American subjects only may engage in fishing. Only settlers on the Fraser above the New Westminster bridge may fish for sockeye. Many other regulations of outstanding importance to the fishing interests deal with the size of traps which are used largely in American waters, and purse seines used on this side. This, it is stated, is the first time that fishing has been restricted in American waters, and it is contended that the present deplorable state of affairs on this side, is due to this fact. One of the important provisions of the treaty creates a permanent international commission.

Canners Are Angry

The above is a rough outlining of the probable terms of the treaty. Up to the present no official copy has been available ,and those most nearly interested are completely in the dark. The canning trade especially, whose very existence may be dependent on the conditions of this treaty, are somewhat incensed that they have had no opportunity to consider its terms before it became binding. The signing of the treaty by the United States Federal Government comes as a good deal of a surprise, as up to date it had been understood that the Federal Government had no jurisdiction over the waters concerned, the authority over them being vested in the state. Apparently, however, some way has been found out of this difficulty. Another matter of serious import to the canners, the branding of off quality stock by American packers as Canadian salmon, has been occasioning considerable comment.

It apparently is the practice of some American canners to send boats to the Canadian side to buy pinks, cohoes, chums, etc. By the time a good cargo is bought and the 12-hour return trip made, the quality of the first purchases leaves much to be desired. If the fish is passable, it apparently is the practice to market it under the usual label of the American packer. If it is not—it is not thrown away—but packed and sold for less under a label designating it as "B.C. salmon packed on Puget Sound." This procedure would certainly be damaging to the reputation of our B. C. salmon pack.

Colonel F. H. Cunningham, Inspector of Fisheries of British Columbia, called the matter forcibly to the attention of W. A. Found, the Superintendent of Fisheries at Ottawa. As Mr. Found was present when Sir Douglas Hazen signed the treaty in Washington on the part of Canada, it is probable that some consideration was given to this practice. However, as it has been stated, all this is largely conjectural. The whole matter from start to finish appears to have been shrouded in secrecy.

ORGANIZING THE B.C. MERCHANTS

Continued from page 35

Harris, S. Pritchard, E. L. Brisbin, P. J. Burch, R. M. Millar, S. Scott, J. T. Cahill, G. E. Trorey, T. J. Corley, provincial secretary; G. S. Hougham, provincial organizer, all of whom were from the City of Vancouver; T. Willcox, of Kamloops; J. H. Ashwell, Chilliwack; J. F. Edge-Partington, A. C. McFire, Port Alberni; Harvey Murphy, Nanaimo; W. R. Gillbert, Chilliwack; R. A. Thorpe, Duncan; W. F. Ing, New Westminster; C. Muirhead, Chilliwack; K. Evans, South Vancouver; G. H. Jacobson, New Westminster; J. Mercer, New Westminster; B. S. Ross, New Westminster; J. C. Dakin, Nanaimo; A. P. McDonald, New Westminster; D. M. Welsh, New Westminster.

One of the most prominent guests to the Convention was John Impey, of Vancouver. Mr. Impey was the first organizer employed by the Dominion office of the Retail Merchants' Association. He is eighty-nine years old, and his knowledge of Association matters going back a few decades was of great help.

WINNIPEG MARKETS

Continued from Page 45

Apples Advance 25 Cents Per Box

Winnipeg.

FRUIT.—The present market is higher and very strong; demands exceed present available supply. An advance of 25 cents per box is reported.

VANCOUVER MARKETS

Continued from Page 45

Vancouver, B.C., Sept. 15.—The sugar situation at the Coast is improving, prices now standing at the maximum price. Fruits and vegetables are arriving in good quantities and selling well.

Eastern Sugar Not a Possibility

Vancouver.

SUGAR.—Quotations on sugar have been received recently from the Strait Settlements that were very reasonable. But there is one factor that makes it quite impossible to look to these stocks for relief. Whereas the Mexican dollar, the monetary unit in those countries (except Japan) used to be worth about 49 cents in Canadian money, the increasing price of silver has driven the Mexican dollar up to about 88 cents, equivalent in our money. It would cost to bring in even raw sugar from there more than the retailers are selling B.C. white refined sugar for. At the present time sugar is quoted 11 cents a pound.

Soft Fruits Reach Market

Vancouver.

FRUIT.—Crawford peaches are selling at $1.40 per basket and Elbertas at $1.25. Fall apples are also arriving.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Sept. 16.—Butter, under keen, competitive buying, has increased one cent per pound. The receipts are large and the demand good. Hog prices are easy but little changed from last week. Lard has declined two cents per pound, due to the easing of hog prices a week ago. Shortening is lower, also, but the decline is less. Bacon is marked down, while hams and heavy pork hold, but with a breaking of the undertone to an easier basis. Cooked meat is ruling on an easier basis, the sale being less marked. Margarine selling is improving. Egg receipts and sales are both heavy. Poultry is lower, both for live and dressed, and this is due to heavier receipts. The fish markets are fairly active.

Hogs Ruling Easy; Beef is Steadier

Montreal.

FRESH MEATS.—The undertone of live hog markets is an easier one although there is not much change from last week. Declines may come still. A fair movement is reported—better than that of three weeks ago, and this is due to the cooler weather, in part.

Beef prices are practically without change and there is a steady demand for various cuts, local sales being of hind quarters for the most part.

FRESH MEATS—		
Hogs, live	$19 50	$20 50
Hogs, dressed—		
Abattoir killed, small (heads off), 65-90 lbs.	29 50	30 00
Sows (heavy)	23 00	24 00
Fresh Pork—		
Leg of Pork (trimmed) (foot on)	0 33	0 40
Loins (trimmed)	....	0 43
Loins (untrimmed)	....	0 40
Spare ribs	0 25	0 26
Trimmed shoulders	0 29	0 32

Fresh Beef— (Cows)		(Steers)
$0 20	$0 22 ..Hind quarters..	$0 25 $0 26
....	0 12 ..Front quarters..	0 14 0 15
....	0 27 ..... Loins	.... 0 34
....	0 23 ..... Ribs	.... 0 25
....	0 12 .... Chucks	.... 0 14
....	0 18 ..... Hips	.... 0 22

Calves (as to grade)	0 22	0 28
Lambs, 25-40 lbs. (whole carcass), lb.	....	0 25
No. 1 Mutton whole carcass), lb.	....	0 56

Bacon Marked Down; Hams Hold Steady

Montreal.

CURED MEATS.—An easier tendency has developed into a decline of one cent per pound for various grades of bacon. For this there is a steadily good demand and the supplies are ample.

Hams are still in favor and theer is quite a steady undertone. Barrelled pork is held at the reductions of last week.

Hams—		
Medium, smoked, per lb.—		
(Weights), 12-14 lbs.	....	0 46
14-20 lbs.	....	0 44
25-35 lbs.	....	0 39
20-25 lbs.	....	0 40
Over 35 lbs.	....	0 37
Backs—		
Plain (as to trimming)	0 50	0 55
Breakfast, per lb. (as to qual.)	0 48	0 57
Rolls, per lb.	....	0 37
Dry Salt Meats—		
Long clear bacon	....	....
Barrel Pork—		
Canadian short cut (bbl.) 30-40 pieces	....	64 00
Clear fat backs (bbl.) (40-50 pieces	....	68 00
Heavy mess pork (bbl.)	....	54 00
Short Cut Clear Plate Pork (pieces) 30-40	....	63 00
Plate Beef	....	39 00

Cooked Meat Easy With Less Demand

Montreal.

COOKED MEATS.—There has been a decrease in the sales of cooked meats and this develops, usually, at this season of the year when the holiday-makers return to town. As a consequence of the easier hog market prices are less firm, but are not changed. The purchase of cooked and roast ham is quite large by certain elements of the local trade.

Head Cheese	0 13	0 15
Choice jellied ox tongue	0 65	0 70
Jellied pork tongues	....	0 48
Ham and tongue, lb.	....	0 32
Veal and tongue	....	0 25
Hams, roast	....	0 65
Hams, cooked	....	0 64
Shoulders, roast	....	0 55
Shoulders, boiled	....	0 54
Pork pies (doz.)	....	0 80
Blood pudding, lb.	....	0 12

Two-cent Decline For Pure Lard

Montreal.

LARD.—Pure lard has declined in price—a direct result of the weakening of the basis for hogs. Tierce prices are now given as 33c, the one pound blocks being quoted at 36c. There is a better movement at these reduced prices.

LARD, pure—		
Tierces, 400 lbs., per lb.	....	0 33
Tubs, 50 lbs., per lb.	....	0 33½
Pails, 20 lbs., per lb.	....	0 34
Bricks, 1 lb., per lb.	....	0 36

Shortening Lower; Follows Lard's Lead

Montreal.

SHORTENING.—By consequence of the lowering of lard prices, shortening, too, is on a lower price basis. The decline is one-half to one cent per lb., only, but there will probably be a further reduction during the present week. Sales are fairly well maintained in a seasonable way.

SHORTENING—		
Tierces, 400 lbs., per lb.	0 29	0 29½
Tubs, 50 lbs., per lb.	....	0 29¾
Pails, 20 lbs., per lb.	....	0 30
Bricks, 1 lb., per lb.	....	0 32

Some Sell Margarine In Larger Quantity

Montreal.

MARGARINE.—While the regular fall sales of margarine will not develop for a few weeks, there is a larger movement, some handlers report. With cooler weather the trade will be ordering in larger quantities and it is safe to state that the product is becoming increasingly popular. Prices are without change.

MARGARINE —		
Prints, according to quality, lb.	0 35	0 39
Tubs, according to quality, lb.	0 31	0 34

While Much Butter Made Prices Higher

Montreal.

BUTTER.—In spite of the fact that the receipts of butter are increasing, the buyers are bidding eagerly for offerings and this was the direct factor in increasing prices one cent for creamery grades. The present quotations are 58 and 57c, respectively, for prints and blocks. The receipts for the week ending Sept. 13, were 15,451 packages, and the total receipts for the season exceed those of the comparative period of 1918 by 19,330 packages.

BUTTER—		
Creamery, prints, fresh made	....	0 58
Creamery, solids, fresh made	....	0 57
Dairy prints	0 50	0 51
Dairy, in tubs, choice	0 49	0 50
Bakers'	0 45	0 47

Cheese Market is Steady; Unchanged

Montreal.

CHEESE.—Little feature of outstanding interest is to be reported on cheese. The receipts for the season are much smaller than they were for the comparative season of 1918 and the movement to this port is 147,046 boxes short of the figures for last year. Prices are quoted without change.

CHEESE—		
New, large, per lb.	....	0 28
Twins, per lb.	....	0 28½
Triplets, per lb.	....	0 29
Stilton, per lb.	....	0 34
Fancy, old cheese, per lb.	....	0 32

Enormous Increase in Montreal Egg Receipts

Montreal.

EGGS.—There has been a firming of the price basis for eggs, but no actual change of price. The increase of receipts to this port has been very large. Figures show that the receipts for the season of 1918, to date, were 199,072 cases, while those for the present year have been 106,000 greater, the actual figures being 305,623. Of course, it must be borne in mind that many of these eggs went through to other destinations, the eggs being listed here in the regular receipts used locally.

EGGS—		
No. 2	0 48	0 50
No. 1	0 54	0 55
Selects	....	0 62
New laids	....	0 66

Slumped Poultry Prices Prevailing

Montreal.

POULTRY.—Decreased prices are in effect for most lines of poultry. Chickens, broilers, ducks and old fowl have been freely offered, so freely that the dealers have reduced their buying prices. It is also stated that the quality of the stock is not up to standard.

POULTRY (dressed)— (Selling Prices)		
Chickens, roast (3-5 lbs.)	0 37	0 40
Chickens, roast milk fed)	0 43	0 50
Broilers (3-4 lb. pr.)	0 45	0 47
Ducks—		
Brome Lake (milk fed green)	....	0 46
Young Domestic	0 36	0 38
Turkeys (old toms), lb.	....	0 50
Turkeys (young)	....	0 52
Geese	....	0 28
Old fowls (large)	....	0 34
Old fowls (small)	....	0 30
POULTRY (live)— (Buying Prices)		
Live—Old fowl	0 22	0 28
Roosters	....	0 18
Turkeys	....	0 40
Broilers	0 24	0 30

Storm Holds Fish; Improved Selling

Montreal.

FISH.—While there can be a great improvement still in the demand for fish, the outgo is somewhat better. Receipts of haddock from the east coast and of dore and pike from the lake have decreased, and for these there has been good sale. Prices are steadily held.

FRESH FISH		
Carp, per lb.	0 11	0 12
Dore	....	0 22
Eels, lb.	....	0 12
Bullheads (dressed)	....	0 15
Gaspereaux, each	....	0 08
Haddies	0 12	0 13
Fillet Haddies	....	0 20
Haddock	0 08	0 09
Halibut, Eastern	....	0 24
Halibut, Western	0 23	0 24
Steak, cod	0 10	0 12
Market cod	0 07	0 08
Flounders	0 07	0 09
Prawns	....	0 40
Pike, per lb.	....	0 13
Live lobsters	....	0 45
Boiled lobsters	....	....
Salmon (B.C.), per lb., Red	0 28	0 30
Salmon, Gaspe	0 35	0 40
Shad	....	0 20
Skate	....	0 08
Lake Trout	0 19	0 20
Mackerel	0 16	0 17
Shrimps	0 35	0 40
Whitefish	0 17	0 18
Trout, brook	0 35	0 40
Swordfish	....	0 24
FROZEN FISH		
Gaspereaux, per lb.	0 06½	0 07
Halibut, large and chicken	0 19	0 20
Halibut, Western	0 20	0 21
Halibut, medium	0 21	0 22
Haddock	0 06½	0 07
Mackerel	....	0 16
Dore	0 14	0 15
Smelts, No. 1, per lb.	0 12	0 13
Smelts, No. 2, per lb.	0 07	0 08
Pike, Headless and Dressed	0 10	0 11
Market Cod	0 05½	0 06
Whitefish, small	0 11	0 12
Sea Herrings	0 07½	0 08
Steak Cod	0 08	0 08½
Gaspe Salmon, per lb.	0 24	0 25
Salmon Cohoes, round	0 17½	0 18
Salmon, Qualla, Hd. and Dd.	0 13	0 14
Whitefish	0 15	0 16
Smelts, extra large	....	0 22
Lake Trout	0 19	0 20
Lake Herrings, bag, 100 lbs.	....	6 00
Alewives	0 05½	0 06
SALTED FISH		
Codfish—		
Codfish, large bbl., 200 lbs.	....	21 00
Codfish, No. 1, medium, bbl., 200 lbs.	....	20 00
Codfish, No. 2, 200 lb. barrel	....	18 00
Pollock, No. 1, 200 lb. barrel	....	15 00
Codfish, strip boneless (30-lb. boxes), lb.	....	0 20
Codfish (boneless) (24 1-lb. cartons)		0 20
Codfish (Ivory) (2-lb. blocks, 20-lb. bx)		0 18
Boneless cod (2-lb.)	....	0 23
Shredded codfish (12-lb. box)	2 40	2 50
Dried codfish 100-lb. bbl.)	....	13 00
PICKLED FISH		
Herrings (Scotch cured), barrel.	11 25	12 00
Scotia, barrel	....	12 00
Do., half barrel	....	6 25
Mackerel, barrel	....	34 00
Salmon, Labrador (200 lbs.)	26 00	27 50
Salmon, B.C. (200 lbs.)	....	24 50
Sea Trout (200-lb. bbls.)	....	25 00
Turbot (200 lbs.)	....	17 00
Codfish, tongues and sound, lb.	....	0 15
Eels, lb.	0 16	0 17
SMOKED FISH		
Haddies, BXs, per lb.	0 12	0 13
Fillets	....	0 18
Bloaters, box	....	2 00
Kippers	....	2 25
OYSTERS		
Cape Cod, per barrel	....	16 00
Batouche, per barrel	....	15 00
Scallops, gallon	....	4 50
Can No. 1 (Solids)	....	2 50
Can No. 3 (Solids)	....	7 50
Can No. 5 (Solids)	....	12 50
Can No. 1 (Selects)	2 50	3 00
Can No. 3 (Selects)	....	9 00
SUNDRIES		
Paper Oyater Pails, ⅛ per 100		1 75
Crushed Oysters Shell, 100-lbs.		$1 60
Paper Oyster Pails, ¼-lb. per 100		2 25

ONTARIO MARKETS

TORONTO, Sept. 17.—The most noticeable feature of the produce market this week is another sharp decline in live hogs of a dollar a hundred, that may be increased by a further decline before the end of the week. Fresh pork has declined sharply in sympathy, and other meats are easier, with the exception of beef, which for heavy-weight stock is showing a slightly firmer feeling, though light stock is somewhat of a drug on the market. Smoked meats have not as yet felt the effect of declining prices to any extent as yet.

Eggs are somewhat scarce and are quoted about a cent higher. Poultry is generally easier, and sharp declines are expected in the near future. Fish is coming forward in good supply, and is slightly easier.

Hogs Decline; Fresh Pork Easier

Toronto.

FRESH MEATS.—There have been some notable changes in fresh meats during the present week, all showing a tendency downward. Live hogs declined a dollar from last week's quotations, and it is expected that before these prices reach the reader another decline of 50 cents will have been recorded. Fresh pork products have declined in accordance with these figures, and are generally quoted two to four cents below last week's figures. Quotations on beef are about the same. On heavy beef the prices are strong, there being an advance of about half a cent a pound, and the demand is strong. Light beef is plentiful, and more or less a drug on the market. Lambs would be cheaper by three cents a pounds but for the buying of Buffalo firms, which has helped to keep prices high. Meats can be shipped to the states duty free, whereas there is a duty on similar shipments to Canada. This naturally has the effect of maintaining prices.

FRESH MEATS		
Hogs—		
Dressed, 70-100 lbs., per cwt.	....	$30 00
Live on cars, per cwt.	....	18 25
Live, fed and watered, per cwt.	....	18 75
Live, f.o.b., per cwt.	....	17 75
Fresh Pork—		
Legs of pork, up to 18 lbs.	0 38	0 40
Loins of pork, lb.	0 40	0 41
Tenderloins, lb.	0 45	0 46
Spare ribs, lb.	....	0 14
Picnics, lb.	0 26	0 28
New York shoulders, lb.	0 32	0 34
Montreal shoulders, lb.	....	0 30
Boston butts, lb.	....	0 32
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 15	0 26
Front quarters, lb.	0 10	0 15
Ribs, lb.	0 15	0 26
Chucks, lb.	0 08	0 14
Loins, whole, lb.	0 25	0 32
Hips, lb	0 15	0 22

Cow beef quotations about 2c per lb. below above quotations.

Calves, lb.	0 20	0 28
Lambs, whole, lb.	0 18	0 20
Spring lamb	0 20	0 23
Sheep, whole, lb.	0 10	0 15

Above prices subject to daily fluctuations of the market.

Smoked Meats Quoted Lower

Toronto.

SMOKED MEATS.—There has been a gradual downward tendency in smoked meats following the decline in live hog prices, though naturally it takes some weeks for the present prices of hogs to be reflected in the price of bacon.

Hams—		
Medium	0 42	0 44
Large, per lb.	0 28	0 40
Backs—		
Skinned, rib, lb.	....	0 54
Boneless, per lb.	0 56	0 58
Bacon—		
Breakfast, ordinary, per lb.	0 38	0 44
Breakfast, fancy, per lb.	....	0 56
Roll, per lb.	....	0 36½
Wiltshire (smoked sides), lb.	0 39	0 41
Dry Salt Meats—		
Long, clear bacon, av. 50-70 lbs.	0 30	0 31
Do., av. 70-90 lbs.	....	0 32
Clear Bellies, 15-30 lb.	0 30	0 31
Sausages in brine, keg, 35 lbs.	....	7 35
Fat backs, 16-20 lbs.	0 33	0 34

Out of pickle, prices range about 2c per pound below corresponding cuts above.

Barrel Pork—		
Mess pork, 200 lbs.	....	53 00
Short cut backs, bbl. 200 lbs.	....	64 00
Pickled rolls, bbl., 200 lbs.—		
Heavy	....	58 00
Lightweight	....	62 00

Above prices subject to daily fluctuations of the market.

Cooked Meats Also Easier

Toronto.

COOKED MEATS.—In company with most other lines prices on cooked meats have shown a general decline in practically all offerings.

Boiled hams, lb.	0 58	0 59
Hams, roast, without dressing, lb.	0 61	0 63
Shoulders, roast, without dressing, per lb.	0 51	0 53

Head Cheese, 6s, lb.	0 12	0 14
Meat Loaf with Macaroni and Cheese, lb.	0 26	0 27
Choice jellied ox tongue, lb.	0 62	0 65
Pork and Tongue, lb.	....	0 35

Above prices subject to daily fluctuations of the market.

Eggs Growing Scarce; Market Firmer

Toronto.

EGGS.—There is a growing scarcity of eggs, owing to comparatively light arrivals, and to the fact that there is at the present time a considerable export movement. Some American eggs are coming on the market, and with some withdrawals from storage are helping to make up the deficit. These latter eggs are selling 56 to 57 with new laid a cent higher.

Eggs—		
New laids, doz.	0 57	0 58
New laids, in cartons, doz.	0 62	0 64

Prices shown are subject to daily fluctuations of

Cheese Market Easier; Twins Scarce

Toronto.

CHEESE.—There is a much easier feeling in the cheese market at the present time, owing to the uncertainty as to what will happen after the British Government has completed its 20,000 ton purchase. Colored cheese is still in demand for the Western trade. There is a shortage also of twins and triplets. Stilton is somewhat higher.

Cheese—		
Large	....	0 28
Stilton (new)	....	0 31

Twins 1c lb. higher than large cheese. Triplets 1½c higher than large cheese.

Lard Declines Cent a Pound

Toronto.

LARD.—The uncertainty of the export market, and the general difficulties of shipping, have had a depressing effect on large as well as on all pork products an average decline of about a cent is recorded.

Lard, tierces, 400 lbs., lb.	0 33	0 35

In 60-lb. tubs, ½c higher than tierces, pails ¾c higher than tierces, and 1-lb. prints, 2c higher than tierces.

Shortening Remains Practically Unchanged

Toronto.

SHORTENING.—There is a good demand in evidence for shortening, and despite the easier feeling in lard, shortening has maintained practically unchanged figures.

SHORTENING—		
Tierces, 400 lbs., lb.	0 29½	0 31

Poultry Prices Will Decline

Toronto

POULTRY—There is a fair supply of poultry available at the present time, and the supply is increasing. At the present time the demand hardly equals the supply, because with the present high prices there is very little movement into storage. This is sure to come soon, however, with the lowering of prices that are expected in the immediate future.

Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys, old, lb.	0 25	0 30
Do., young, lb.	0 30	0 35
Roosters, lb.	0 20	0 23
Fowl, over 5 lbs.	....	0 28
Fowl, under 3½-5 lbs.	....	0 26
Spring chickens, live.	0 23	0 26
Do., dressed	0 26	0 30

Prices quoted to retail trade:—

		Dressed
Hens, heavy	$....	$0 35
Do., light	....	0 33
Chickens, spring	0 34	0 38
Ducklings	....	0 35
Turkeys	0 49	0 40

Fish Arriving In Good Supply

Toronto.

FISH.—There is a good movement of fish at the present time, demand is active and the supplies are coming forward nicely. There is a considerable scarcity of white fish, and cod steak, but other varieties are plentiful. Tendencies too, are a little easier, salmon, mackerel and trout all showing a somewhat easier feeling. Frozen flounder has arrived on the market.

FRESH SEA FISH		
Cod Steak, lb.	$....	$0 13
Do., market, lb.	0 09	0 10
Haddock, heads off, lb.	....	0 11
Do., heads on, lb.	....	0 10
Halibut, chicken	0 21	0 22
Do., medium	0 22	0 23
Flounders, lb.	0 07	0 10
Salmon, Restigouche	....	....
Fresh B. C. Salmon	0 27	0 28
FROZEN SEA FISH		
Salmon	....	0 24
Herring	0 09	0 10
Mackerel	....	0 11
Flounders	....	0 11
FRESH LAKE FISH		
Lake herring, round lb.	....	0 10
Do., dressed, lb.	0 11	0 12
Trout, lb.	0 15	0 16
Whitefish, lb.	0 13	0 14
Mullets, lb.	....	0 05
Fresh pickerel	....	0 20
Ciscoes	....	0 16
Pike	0 09	0 10
Fresh mackerel	0 15	0 20

BRITISH COLUMBIA MARKETS

VANCOUVER, B.C.—Sept. 15.—There have been a number of changes in the produce market following the downward tendency of live hogs—cheese too is easier and also lard.

Pork Declines; Beef Steady

Vancouver.

FRESH MEATS.—A decline has been noted this week in pork following the decline in live hog prices.

FRESH MEATS—		
Beef, No. 1 steers, lb.	0 18	0 19
Beef cows, lb.	....	0 16
Lamb, lb.	0 26	0 27
Mutton, breakers, lb.	0 22	0 23
Pork, block hogs, lb.	0 29½	0 30

Pork Products Show Declines

Vancouver.

COOKED AND SMOKED MEATS.—There have been some changes in cooked and smoked meats during the week, generally of a declining nature.

SMOKED MEATS—		
Bacon, No. 1, med., lb.	....	0 55
Bacon, No. 1, heavy, lb.	....	0 52
Smoked backs, lb.	....	0 51
Hams, No. 1, lb.	....	0 50
Ayrshire rolls, lb.	....	0 50
Cooked rolled shoulders, lb.	....	0 48
Hams, cooked	....	0 60

Lard Declines Half Cent

Vancouver.

LARD.—Declines of half a cent a pound on lard were recorded during the week.

LARD—		
Compound, tierce basis, lb.	....	0 32
Pure, three basis, lb.	....	0 37½

No Changes Noted on Eggs

Vancouver.

EGGS.—No change in this market has been reported during the week. Prices are as follows:

EGGS—		
B.C., fresh, car lots	0 70	0 75
Albertas, case lots	....	0 59
Cooking, case lots	0 45	0 52

Butter Demand Remains Good

Vancouver.

BUTTER.—There is a firm demand for butter, but no changes are noted.

BUTTER AND MARGARINE—		
Government grade	0 55	0 60
Margarine	....	0 36

Cheese Declines Half Cent

Vancouver.

CHEESE.—There was a decline of ½ cent a pound on cheese this week. Stocks are limited and demand good.

CHEESE—		
B.C. Cheese, lb.	....	0 30½
Finest Ontario solids, lb.	....	0 31½
Finest Ontario, twins, lb.	....	0 32¼
Stiltons, lb.	....	0 36

Fish Scarce; Few Price Changes

Vancouver.

FISH.—There is a marked scarcity of fish at the present time, owing to the high prices paid by the canneries. Sealhead salmon is selling at 18c. Red Snapper at 5c.

FISH—		
Fresh Cohoe	....	0 15
Fresh Spring	....	0 17
Chicken Halibut	....	0 14
Chicken Halibut, medium	....	0 16
Block and heavy Cod	....	0 10
Fresh Smelts	....	0 11
Frozen Smelts	....	0 10
Shrimps	....	0 16
SMOKED FISH—		
Imperial Bloaters	0 07½	0 08
Kippers	0 09	0 10
Kippered Salmon	....	0 22
Smoked Pink Spring	....	0 20
Haddies, Western	....	0 10
Do., Eastern	0 16	0 18
Fresh Pilchards	0 05	0 06
Fresh crop, large, doz.	....	1 40
Do., medium	....	0 85
Soles	0 06	0 07

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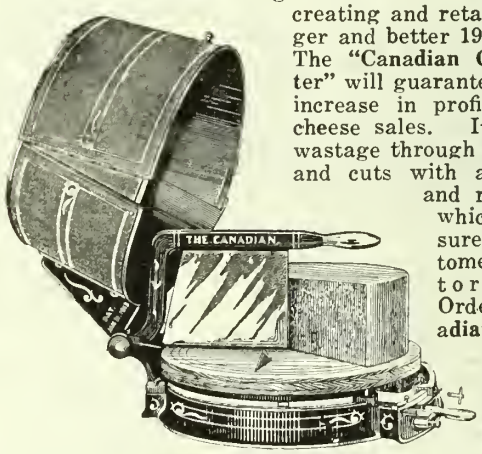

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Think what a great selling point this is, Mr. Merchant.

First Quality Sea Foods like these will boost your profits by increasing your sales of sea foods and by attracting the better class of trade to your store.

Prepare now for the big cold weather demand for wholesome Sea Food Products. Stock up with "Brunswick," both you and your customers will be satisfied.

CONNORS BROS., LIMITED

BLACK'S HARBOR, N.B.

Fine!

That deliciousness in every glass of Coca-Cola is a business-building factor for those aggressive grocers who are pushing the sales of this delightful beverage. Everybody knows Coca-Cola. Everybody likes it. Everybody buys it.

Coca-Cola

TRADE MARK REGISTERED

the brand that guarantees the quality

Your customers are familiar with this brand. It is known wherever delicious and refreshing beverages are appreciated. Look for the name Coca-Cola—it means satisfied customers and good profits.

THE COCA-COLA CO.
WINNIPEG

3T

COSGRAVE'S PURE Malt Vinegar

It pays you best to sell branded, guaranteed goods. That's why you ought to sell COSGRAVE'S PURE MALT VINEGAR.

Attractively Labeled Bottles—2 Sizes

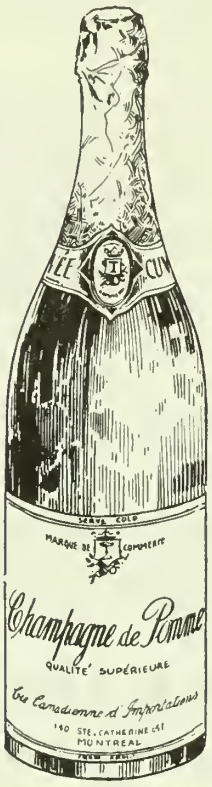
RETAIL PRICES:

Large Bottle 25c. Small Bottle 15c.

100% Pure *Well Advertised*

ASK YOUR JOBBER FOR IT

GROCERS



ORDER YOUR STOCK OF

Champagne de Pomme

NOW

It makes a delicious drink. Put up in pint bottles or splits. Recommend it to your customers. Pays a good profit. Easy to sell.

Order from your wholesaler or

Cie Canadien Importation

140 ST. CATHERINE ST. E.

Montreal

We want Agents in Every City and Town.

A Wealth of Health

In every delicious sip of Marsh's "Concord" Grape Juice.

Marsh's Unfermented Port, Unfermented Black Cherry Wine, Unfermented Ginger Wine, Raspberry Vinegar and Creme de Menthe are equally as good.

Do you profit from their big demand?

The Marsh Grape Juice Company

NIAGARA FALLS, ONT.

Ontario Agents:

The MacLaren Imperial Cheese Co., Limited Toronto, Ont.

The Demand Is There

When your customers order thirst-quenchers and find you do not stock them—a sale is lost. Take advantage of this demand by laying in a stock now and recommending

O'Keefe's GINGER ALE

O'Keefe's is well and favorably known. Quality backed by liberal publicity makes it an easy proposition to sell. Besides—O'Keefe's Beverages bear a liberal margin of profit and are repeaters.

It will pay you to enquire about the O.K. Brands:

Special Pale Dry Ginger Ale, Belfast Ginger Ale, Sarsaparilla, Cola, Lemonade, etc.

O'Keefe's, Toronto

Phone Main 4202

A "Salesman" or an "Automaton"?

Which of the two do you represent? Are you satisfied with filling your customers' Baking Powder demands with a *high-priced Baking Powder*—high priced because its cost includes a vast appropriation for advertising purposes for the manufacturer, or are you going to recommend your own brand of Baking Powder of 100 per cent. quality and efficiency with your own special label and personal guarantee at 25c and make a profit of 44 per cent. on your outlay.

During the month of September, we will make and pack for any grocer in Canada, the highest grade baking powder in one-pound tins at a price of $25.00 per gross, f.o.b Toronto.

We have a large variety of special labels that we can prepare with your own name, address and brand on. We operate our own printing plant, and are well fitted for this special work.

Specimen labels and sample of material will be mailed to any part of Canada on receipt of your request. Orders will be filled in their turn and shipment made five days after receipt of order.

THE HARRY HORNE CO., LIMITED

1297-1299 Queen St. West TORONTO

PROPRIETORS OF INTEGRITY MILLS

JAMS
MARMALADES
PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

Cable: Lamberton, Glasgow.
Codes: A.B.C. 4th and 5th Editions.

CONFECTIONERY
MARZIPAN
CHOCOLATE

Agents

Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada

Lind Brokerage Co., Ltd., Toronto

Three Big Profit Earners

"Malcolm Purity and Goodness" is the culmination of watchful care given every part in manufacture from the time the rich, creamy milk comes from selected sleek, healthy cattle to the end of the processing, when every container is scientifically sealed ready for Canadian housewives.

Attractive profits, unexcelled quality and a big demand make "Malcolm Products" highly remunerative. Try a sample order and see for yourself their popularity.

Five-case lots distributed to any point in Ontario, Quebec, or the Maritime Provinces, and freight paid up to 50c per 100 lbs.

Housewives every day are discarding the old coffee pot. Malcolm's condensed coffee has won them. Just pour on hot water, instantly ready and the flavor — delicious.

The Malcolm Condensing Co., Limited

ST. GEORGE, ONT.

Delicious
Easy-selling
Candies Are Made
In This Factory

"PEERLESS"
"ELGIN"
"NOBILITY"
Chocolates

have the exquisite flavor and the thorough-going goodness that discerning buyers look for.

A trial supply will prove their selling value to you.

Nobility Chocolates, Limited St. Thomas, Ont.

Selling Agents
MACLURE & LANGLEY LTD., TORONTO, MONTREAL, WINNIPEG

THEY STOP THE LEAKS

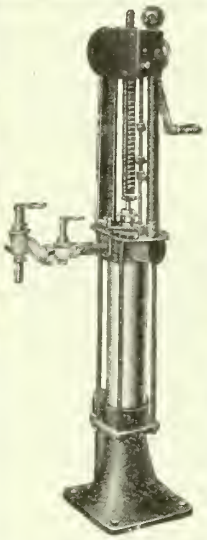
Even the little leaks in business play havoc with profits. Present every day—so easily unnoticed—yet they amount up in the year's total.

LOOK INTO YOUR OIL BUSINESS, Study it—you will find great opportunity for improvement and profit—Cut out all unnecessary labor—offensive oil odors in the store. By installing

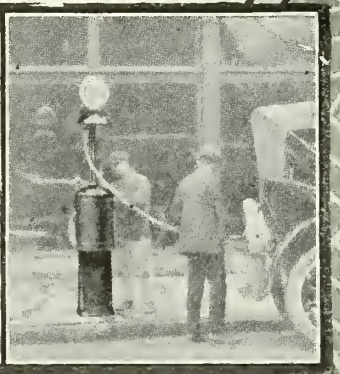
BOWSER ESTABLISHED 1885 **Oil Storage Outfits**

you make oil as easy, clean and pleasant to handle as tea or coffee. The BOWSER is accurate—always ready for use—no costly up-keep—Makes your profits sure. *Write us.*

S. F. BOWSER CO., LIMITED
66-68 FRAZER AVE., TORONTO, ONT.



INDOOR PUMP FOR GASOLINE AND OIL



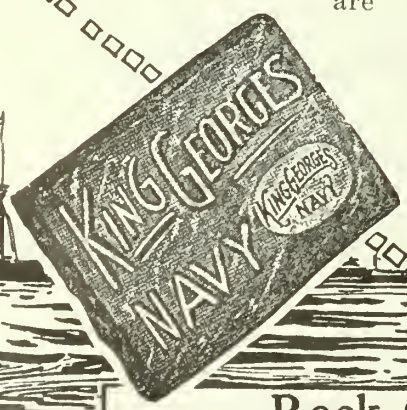
BOWSER SENTRY GASOLINE PUMP

KING GEORGE'S NAVY

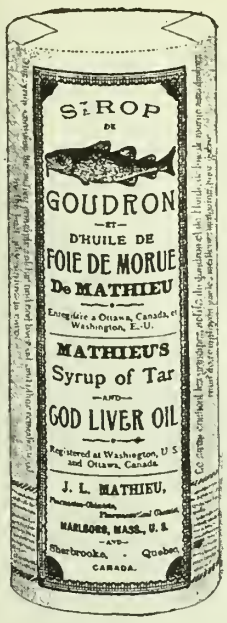
CHEWING TOBACCO

will put your tobacco sales on a firm footing

And tobacco selling is a money-making line that every grocer should carefully consider. People there are in every community who are "strong" for a real, good Chewing Tobacco such as King George's Navy. They like the palate tickling goodness of King George's Navy. A first purchase brings them back for more and clinches their tobacco trade for the King George dealer.



Rock City Tobacco Co., Ltd.



"Spanish Influenza"

says a noted physician, has by no means left the country. "I firmly believe everyone, at some time, shall contract it."

Prevention is better than a cure any day.

You'll find an ideal tonic preventative and cough remedy in

MATHIEU'S SYRUP OF TAR and COD LIVER OIL

Breaks up a Bad Cold

Always Reliable

Mathieu's reliable cough remedy means big profits. Stock it. Display it. It will pay you well.

J. L. Mathieu Co.
SHERBROOKE, QUEBEC

VOL-PEEK 15¢

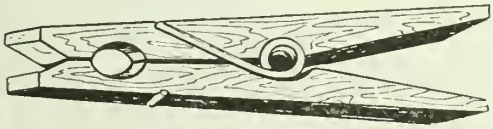
Vol-Peek stops leaks in all kinds of kitchen utensils, such as Pots, Pans, Tinware, Graniteware, Copper, Aluminum, etc. Note the absence of tools. Can be applied by the finger. A feature that induces the housewife to purchase. Vol-Peek is being advertised all over Canada. Every home needs it. Our attractive display stands suggest sales on sight. Write for it to-day. Contains 24 packages, $2.25. 60% profit.

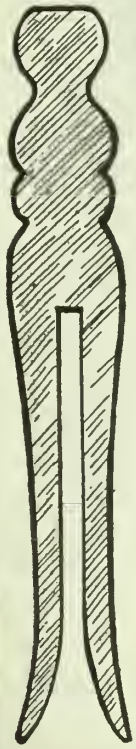
At your jobbers or direct.

H. NAGLE & CO., Box 2024, MONTREAL
(Owning and operating Vol-Peek Mfg. Co.)

The Megantic Broom Mfg. Co., Ltd.

Manufacturers of Brooms and Clothes Pins





Lake Megantic, Que.

Our clothes pins are made and designed to stay on the line. And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

AGENTS: Boivin & Grenier, Quebec. Delorme Frere, Montreal. J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa. Harry Horne Co., Toronto. Tomlinson & O'Brien, Winnipeg. Oppenheimer Bros., Vancouver; McFarlane & Field, Hamilton, Canada. Pyke Bros., Halifax, N.S.

Once Used, Always Used

CREAM OF BARLEY, a delicious breakfast food, cooked in three minutes; a most healthful diet for youth and old age; the most sensitive stomach can retain it, and it is recommended by all the leading physicians. We are the originators and only manufacturers of CREAM OF BARLEY, PEARL BARLEY FLOUR for Babies and Invalids, and SISTER MARY'S PAN-CAKE FLOUR. Every package of CREAM OF BARLEY is guaranteed, and we say on label, "Use one-half package, and if not satisfied, return it to your grocer and he will refund your money." Our goods are recommended by Dr. McGill, chief analyst at Ottawa, so you take no chance when ordering goods from us. Our mill is the only exclusive barley mill on the continent. Use "CREAM OF BARLEY" and stop taking medicine, for it is the real Mackay and can be bought from all first-class wholesale grocers.

Our trade mark is registered.

MANUFACTURED BY

John Mackay & Co., Limited
BOWMANVILLE, ONT.

TEAS

CEYLON

INDIAN

JAPAN

We have some fine cup quality lines in stock, which are quoted under present import prices.

All quotations coming forward are much higher during the past three weeks.

Markets are strong at primary sources and only limited quantities of fine teas are obtainable.

Ask for samples and quotations at once before present stock is sold out.

KEARNEY BROS., LIMITED

Tea and Coffee

33 ST. PETER STREET MONTREAL

Sani-Flush

(TRADE MARK REGISTERED)

Closet Bowl Cleaner

Sani-Flush can be used only for cleaning closet bowls. This one thing it does so easily and effectively that it has become a standard article in millions of private homes and institutions.

The sale of ***Sani-Flush*** depends upon its being made accessible for people to buy. Demand exists because ***Sani-Flush*** is a necessity.

Call ***Sani-Flush*** to the attention of your customers.

HAROLD F. RITCHIE & CO.
LIMITED
10-12-14 McCaul Street
TORONTO, ONT.

TRADE EXCELSIOR MARK

Every "Excelsior" Broom is well formed, well sewn and evenly balanced—

So is the Price

Order a trial supply. We'll ship right "off the bat" and will give your order, be it small or large, our very best attention.

Excelsior Brooms and Whisks will give you good profits and your customers 100 per cent. value for the price charged.

Order now while it is on your mind

J. C. SLOANE

845 5th Avenue, Owen Sound, Ontario

Farmer's Corn in the basket $1.90 per bushel.
Housewife's Cornflakes in the package $16.80 per bushel.

Tell Your Customers ---It Will Pay You to Do It!

"Profiteering" and the "H. C. of L." are breaking the heart of the Housewife!

Her income can't keep up with her outgo. Yet she could save here and there if only someone would tell her! You—Mr. Grocer—be that someone and tell her!

With corn in Chicago selling at $1.90 per bushel the Housewife should know that the same weight in cornflakes in the package costs her $16.80 per bushel! (Figure it yourself—the above statement is true). It is good business to help out the Housewife! Because she'll turn around and help you!

Julius Barnes, Director of the U. S. Grain Corporation, in his report to Pres. Wilson dated Aug. 5th, 1919, said: "Let us spend a few millions in teaching housewives how and what to buy to get food value at reduced expenditure, and without sacrifice of taste and palatability."

So now is the time, Mr. Grocer, and your store is the place to tell your Customer Housewives how and on what to save money. You can tell her your bulk goods, kept clean, sanitary and wholesome in your Sherer Food Container, can be bought by her at a great saving.

The Sherer is a great saver for Housewives and a great profit-maker for you. It silently advertises 31 articles —It saves labor, hence clerk hire. It pays for itself. It's an all around antagonist of the high cost of living. Install one or two Sherers immediately. You'll never regret it.

PATENTED

ASK FOR CATALOG 57

SHERER-GILLETT COMPANY

Patentees and Manufacturers of the
Sherer Sanitary Grocery Display Counter
17th and Clark Streets - - - Chicago

Are You Interested?

CANADIAN GROCER reaches the retailer, the wholesaler, the manufacturer, the clerk and the traveller, just the men to whom you wish to sell or from whom you would buy.

RATES:
(payable in advance)
2c per word, first insertion.
1c per word, subsequent insertions.
5c extra per insertion when replies are to be addressed c/o Canadian Grocer.

No Other Paper Reaches All These Men.

In Selling a Business?
In Buying a Business?
In Engaging a Clerk?
In Securing a Position?
In Securing a Partner?
In Disposing of Second-hand Fixtures?

Then you should use.
Canadian Grocer's Classified Ad. Columns.

It should find for you among the progressive Grocers of Canada at least one individual who is on the lookout for just such a proposition that you have to offer.

Canadian Grocer
143-153 University Ave., Toronto

Getting Results

A large firm in a Western Canada city recently advertised in CANADIAN GROCER Want **Ad. Page for a man to fill a responsible position—result 21 replies. This indicates that the want ad. page is followed closely. The man YOU want to reach is reading this page.**

Baines

Confectionery

Syrup, Maple Butter, etc.

Lines that will pay you to handle.

CANADA'S TRADE MARK BEST

Baines Ltd., Montreal

QUAKER BRAND GOODS WILL PAY

An interesting and we believe demand-creating newspaper advertising campaign is starting in the West.

We will need the Grocers' co-operation.

DOMINION CANNERS B.C. LTD.
Vancouver, B.C.

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

Island Lead Mills, Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE
A.B.C. Codes used, 4th & 5th Editions. LONDON, E., England.

Canadian Agents: HUGH LAMBE & CO., TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

Dole Bros. Hops & Malt Co.

BOSTON, MASS., U.S.A.

"SUPERIOR" BRAND HOPS
FOR FAMILY TRADE

They are carefully selected and packed for the Canadian trade, in cases of 10, 15 or 30 lbs. each, containing ¼, ½ or 1-lb. packets.

R. E. BOYD & COMPANY
Agents for the Province of Quebec
15 STE. THERESE ST. - - MONTREAL

GEORGIAN BAY APPLES

We Invite Correspondence for Fall and Winter Supplies.

LEMON BROS.

Owen Sound, Ont.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $83.20 PER INCH PER YEAR

JAMS

DOMINION CANNERS, LTD.
Hamilton, Ont.

"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vac top Glass Jars, 16 oz. glass, 2 doz. case.

	Per doz.
Strawberry	$4 60
Currant, Black	4 50
Pear	3 90
Peach	3 90
Plum	3 70
Raspberry, Red	4 50
Apricot	4 00
Cherry	4 30
Gooseberry	4 00

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	$2 30
12 oz. Glass, Screw Top, 2 doz. in case	2 55
16 oz. Glass, Screw Top, 2 doz. in case	3 25
16 oz., Glass, Tall, Vacuum, 2 doz. in case	3 25
2's Tin, 2 doz. per case	4 80
4's Tins, 12 pails in crate, per pail	0 78
5's Tin, 8 pails in crate, per pail	0 97
7's Tin or Wood, 6 pails in crate	1 36
30's Tin or Wood, one pail in crate, per lb.	0 20

PORK AND BEANS "DOMINION BRAND"

	Per doz.
Individual Pork and Beans, Plain, 75c, or with Sauce, 4 doz. to case	$0 85
1's Pork and Beans, Flat, Plain, 4 doz. to case	0 92½
1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case	0 95
1's Pork and Beans, Tall, Plain, 4 doz. to case	0 95
1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to the case	0 97½
1½'s (20 oz.) Plain, per doz.	1 25
Tomato or Chili Sauce	1 27½
2's Pork and Beans, Plain, 2 doz. to the case	1 50
2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case	1 52½
2½'s Tall, Plain, per doz.	2 00
Tomato or Chili Sauce	2 35

Family, Plain, $1.75 doz.; Family, Tomato Sauce, $1.95 doz.; Family, Chili Sauce, $1.95 doz. The above 2 doz. to the case.

CATSUPS—In Glass Bottles

	Per doz.
½ Pts., Aylmer Quality	$1 90
12 oz., Aylmer Quality	2 35
	Per jug.
Gallon Jugs, Aylmer Quality	1 62½
	Per doz.
Pints, Delhi Epicure	2 70
½ Pints, Red Seal	1 45
Pints, Red Seal	1 90
Qts., Red Seal	2 45
Gallons, Red Seal	6 45

BORDEN MILK CO., LTD.,
180 St. Paul St. West,
Montreal, Can.

CONDENSED MILK

Terms, net, 30 days.

Eagle Brand, each, 48 cans	$9 60
Reindeer Brand, each 48 cans	9 15
Silver Cow, each 48 cans	8 40
Gold Seal, Purity, each 48 cans	8 25
Mayflower Brand, each 48 cans	8 25
Challenge Clover Brand, each 48 cans	7 75

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	$6 90
Jersey Brand, Hotel, each 24 Cans	7 00
Peerless Brand, small, each 24 cans	3 15
St. Charles Brand, Tall, each 48 cans	6 90
Jersey Brand, Tall, each 48 cans	6 90
Peerless Brand, Tall, each 48 cans	6 90
St. Charles Brand, Family, 48 cans	6 50
Jersey Brand, Family, each 48 cans	5 75
Peerless Brand, Family, each 48 cans	5 75
St. Charles Brand, small, each 48 cans	2 90
Jersey Brand, small, each 48 cans	2 90
Peerless Brand, small, each 48 cans	2 90

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	$6 50
Reindeer Brand, small, each 48 cans	6 50
Regal Brand, each 24 cans	5 90
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. CLARK, LIMITED,
MONTREAL.

Compressed Corn Beef—½s, $2.95; 1s, $4.95; 2s, $9.45; 6s, $34.75.
Lunch Ham—1s, $6.95; 2s, $13.35.
Ready Lunch Beef—1s, $4.95; 2s, $9.
English Brawn — ½s, $2.95; 1s, $4.45; 2s, $8.95.
Boneless Pig's Feet—½s, $2.95; 1s, $4.45; 2s, $8.95.
Ready Lunch Veal Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Beef-Ham Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Beef Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Asst. Loaves — ½s, $2.50; 1s, $4.50.
Geneva Sausage—1s, $4.45; 2s, $8.75
Roast Beef—½s, $2.95; 1s, $4.95; 2s, $9.45; 6s, $34.75.
Roast Mutton—1s, $6.35; 2s, $11.95; square cans, $45.
Boiled Mutton—1s, $6.35; 2s, $11.95; 6s, $45.
Jellied Veal—½s, $3.35; 1s, $4.95; 2s, $9.25.
Cooked Tripe—1s, $2.95; 2s, $4.95.
Stewed Ox Tail—1s, $2.35; 2s, $4.45.
Stewed Kidneys—1s, $4.45; 2s, $8.45.
Mince Collops—½s, $1.95; 1s, $3.90; 2s, $6.85.
Sausage Meat—1s, $3.95; 2s, $7.95.
Corn Beef Hash — ½s, $1.95; 1s, $3.95; 2s, $5.90.
Beef Steak and Onions—½s, $3.95; 1s, $4.95; 2s, $8.95.
Jellied Hocks—2s, $9.45; 6s, $30.
Irish Stew—1s, $2.95; 2s, $5.95.
Cambridge Sausage—1s, $4.45; 2s, $8.75.
Boneless Chicken—½s, $5.95; 1s, $9.95.
Boneless Turkey — ½s, $5.95; 1s, $9.00.
Ox Tongue—½s, $4.95; 1s, $12.00; 1½s, $18.50; 2s, $23.95; 3½s, $44.00; 6s, $60.00.
Lunch Tongue—½s, $4.90; 1s $10.45.
Mince Meat (Tins)—1s, $2.90; 2s, $4.00; 5s, $12.90.

Did you ever see a clerk so new that he didn't know Gold Dust?

MADE IN CANADA

THE N. K. FAIRBANK COMPANY LIMITED MONTREAL

Let the GOLD DUST TWINS do your work.

A Superior Selling Line

That is what the progressive dealer wants to put on his shelves, for he knows it will not be there long.

Shirriff's (True Seville) Orange Marmalade

has become so popular with every member of the family that the busy housewife feels she must not be without it. It is made only from real Seville oranges and pure cane sugar and is just as delicious as it is wholesome.

Dealers, are you aware of the possibilities in this profit-making line?

Order this very day.

Imperial Extract Co., Toronto

Selling Agents: Harold F. Ritchie & Co., Ltd., Toronto and Montreal

"Where Can I Buy Mapleine?

It makes such delicious and economical table syrup and is so good in all kinds of desserts I don't feel I can do without it. Can't you induce my grocer to stock it?"

We get these inquiries every day—don't let them come from your customers. Mapleine is just as essential on your shelves as vanilla. Order of your jobber or

Mason & Hickey, Box 2949, Winnipeg

F. E. Robson, 125 Front St., Toronto M-451

OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of Emery Cloth, Black Lead, Glass Paper, &c.

LONDON, S.E., ENGLAND

AGENTS:

Manley & Baker, 21 Empress Offices, 354 Main Street, Winnipeg.
Sankey & Manson, 839 Beatty Street, Vancouver.

IN searching for new business let us advise you there is money in the use of

Press Clippings

Our service assures you of earliest news on new concerns, business changes, markets and trade news. You can keep posted at a minimum cost. Write to

CANADIAN Press Clipping Service

143-153 University Ave., Toronto

Mince Meat (bulk)—5s, 17c; 10s, 16c; 25s, 15; 50s, $15.
Chateau Brand Pork and Beans, with Tomato Sauce—Ind., $1.05; 1s, $1.65; 2s, $2.35; 3s, $3.50. With Plain Sauce—Ind., 95c; 1s, $1.60; 2s, $2.30; 3s, $3.30.
Chateau Brand Concentrated Soups—Celery, $1.45; Consomme, $1.45; Green Peas, $1.45; Julienne, $1.45; Mutton Broth, $1.45; Ox Tail, $1.45; Pea, $1.45; Scotch Broth, $1.45; Chicken, $1.60; Mock Turtle, $1.45; Tomato, $1.45; Vermicelli Tomato, $1.45; Soups and Bouilli, 6s, $15.
Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 85c; 1s, $1.00; 1½s, $1.45; 2s, $1.90; 3s, talls, $2.75; 6s, $8; 12s, $16. Plain Sauce, Pink Label—Ind., 85c; 1s, $1.00; 1½s, $1.45; 2s, $1.90; 3s (talls), $2.75; 6s, $8; 12s, $12.
Chili Sauce (red and gold label)—Ind., 85c; 1s, $1.00; 1½s, $1.45; 2s, $1.90; 3s, $2.75.
Vegetarian Baked Beans and Tomato Sauce—2s, $1.90.
Sliced Smoked Beef—½s, $2.45; 1s, $3.45; 4s, $24.
Canadian Boiled Dinner—1s, $2.45; 2s, $4.95.
Army Rations—Beef and Vegetables, 1s, $2.45; 2s, $4.95.
Spaghetti with Tomato Sauce with Cheese—½s, $1.40; 1s, $1.85; 3s, $3.35.
Tongue, Ham and Veal Pates—½s, $2.35.
Ham and Veal Pates—½s, $2.40.
Smoked Vienna Style Sausage—½s, $2.85.
Pate De Foie—¼s, 80c; ½s, $1.40.
Plum Pudding—½s, $1.95; 1s, $3.85.
Potted Beef Ham—¼s, 80c; ½s, $1.45.
Potted Beef—¼s, 80c; ½s, $1.45.
Potted Tongue—¼s, 80c; ½s, $1.45.
Potted Game (Venison)—¼s, 80c; ½s, $1.45.
Potted Veal—¼s, 80c; ½s, $1.45.
Potted Meats (Assorted)—¼s, 85c; ½s, $1.50.
Devilled Beef Ham—¼s, 80c; ½s, $1.45. Beef—¼s, 80c; ½s, $1.45.
Devilled Tongue — ¼s, 80c; ½s, $1.45. Veal—¼s, 80c; ½s, $1.45.
Devilled Meats (Assorted) — ¼s, 85c; ½s, $1.50.

In Glass Goods

Fluid Beef Cordial—20 oz. bottles, ...; 10 oz., ...
Ox Tongue — 1½s, $20.00; 2s, $24.95.
Lunch Tongue (in glass)—1s, $11.95
Sliced Smoked Beef (in glass)—¼s, $1.80; ½s, $2.80; 1s, $3.90.
Mincemeat (in glass)—1s, $3.25.
Potted Chicken (in glass) — ¼s, $2.90.
Ham (in glass)—¼s, $2.90.
Tongue (in glass)—¼s, $2.90.
Venison (in glass)—¼s, $2.90.
Meats, Assorted (in glass)—$2.90.
Chicken Breast (in glass) — ½s, ...
Tomato Ketchup — 8s, $2.20; 12s, $2.75; 16s, $3.40.
Chili Sauce—10 oz., $3.25.
Peanut Butter — ¼s, $1.45; ½s, $1.95; 1s, $2.45; in pails, 5s, 31c; 12s, 29c; 24s, 28c; 50s, 28c.

B.C. HOPS

Dominion Brand, quarters, per short weight pound	0.30
Dominion Brand, halves, per short weight pound	0.29
Maple Leaf Brand, ¼ lb. packages, per full weight pound.	0 40
Maple Leaf Brand, ½ lb. packages, per full weight pound.	0.39

COLMAN'S OR KEEN'S MUSTARD

	Per doz. tins
D.S.F., ¼-lb.	$2 80
D.S.F., ½-lb.	5 30
D.S.F., 1-lb.	10 40
F.D., ¼-lb.	
	Per jar
Durham, 1-lb. jar, each	$0 60
Durham, 4-lb. jar, each	2 25

CANADIAN MILK PRODUCTS, LIMITED, Toronto and Montreal

KLIM

Hotel	$20 00
Household size	9 00
Small size	5 75

F.o.b. Ontario jobbing points, east of and including Fort William Freight allowance not to exceed 50c per 100 lbs., to other points, on 5-case lots or more.

THE CANADA STARCH CO., LTD.
Manufacturers of the Edwardsburg Brands Starches

Laundry Starches—

Boxes	Cents
40 lbs., Canada Laundry	0.10
40 lbs., 1-lb. pkg., Canada White or Acme Gloss	0.10½
48 lbs., No. 1 White or Blue Starch, 3-lb. cartons	0.11
100-lb. kegs, No. 1 white	0.10½
200-lb. bbls., No. 1 white	0.10½
30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs.	0.12
48 lbs., Silver Gloss, in 6-lb. tin canisters	0.13½
36 lbs. Silver Gloss, in 6-lb. draw lid boxes	0.13½
100 lbs., kegs, Silver Gloss, large crystals	0.11½
40 lbs., Benson's Enamel, (cold water), per case	3.25
Celluloid, 45 cartons, case	4.50

Culinary Starch

40 lbs., W. T. Benson & Co.'s Celebrated Prepared	0.11¾
40 lbs. Canada Pure or Challenge Corn	0.10¼
20-lb. Casco Refined Potato Flour, 1-lb. pkgs.	0.16½
(20-lb. boxes, ¼c higher, except potato flour)	

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz.	1 50
Knox Plain Sparkling Gelatine (makes 4 pints), per doz.	$2 00
Knox Acidulated Gelatine (Lemon Flavor), makes 4 pints, per doz.	2 16

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP

Perfect Seal Jars, 3 lbs., doz. in case	$4.30
2-lb. tins, 2 doz. in case	5.45
5-lb. tins, 1 doz. in case	6.05
10-lb. tins, 1 doz. in case	5 75
20-lb. tins, ¼ doz. in case	5 70
(Prices in Maritime Provinces 10c per case higher.)	
Barrels, about 700 lbs.	$0 08¼
Half bbls., about 350 lbs.	0 08½
¼ bbls., about 175 lbs.	0 08¾
2-gal. wooden pails, 25 lbs.	2 60
3-gal. wooden pails, 38½ lbs.	3 85
5-gal. wooden pails, 65 lbs.	6 25

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	$5 95
5-lb. tins, 1 doz. in case	6 55
10-lb. tins, ½ doz. in case	6 05
20-lb. tins, ¼ doz. in case	6 25
(5, 10, and 20-lb. tins have wire handles.)	

MOZOLA COOKING OIL

	Per case
No. 1, 24 tins	12 00
No. 2, 12 tins	11 50
No. 8, 6 tins, 7½ lbs. each	20 25
No. 5, 2 tins, 37½ lb. each	30 00

INFANTS' FOOD

MAGOR, SON & CO., LTD.

Robinson's Patent Barley—	Doz
1 lb.	$4 00
½ lb.	2 00
Robinson's Patent Groats—	
1 lb.	4 00
½ lb.	2 00

NUGGET POLISHES

	Doz.
Polish, Black, Tan, Toney Red and Dark Brown	$1 15
Card Outfits, Black and Tan	4 15
Metal Outfits, Black and Tan	4 85
Creams, Black and Tan	1 25
White Cleaner	1 25

IMPERIAL TOBACCO CO. OF CANADA, LIMITED EMPIRE BRANCH

Black Watch, 10s, lb.	$1 20
Bobs, 12s	1 00
Currency, 12s	1 00
Stag Bar, 9s, boxes, 6 lbs.	1 08
Pay Roll, thick bars	1 25
Pay Roll, plugs, 10s, 6-lb. ¼ caddies	1 25
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs	1 08
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes	1 12
Forest and Stream, tins, 9s, 2-lb. cartons	1 44
Forest and Stream, ¼s, ½s, and 1-lb. tins	1 50
Forest and Stream, 1-lb. glass humidors	1 75

RAISINS

This fruit is scarce and consequently high in price but not higher than the coming crop will be. The new fruit will not be here in volume for some months yet and in the meantime there will be a big demand on spot stock for the Fall trade. We have in hand a small supply and now offer the following:

Griffin Seeded	15 oz	19
" "	11 oz	16½
Sun Maid "	15 oz	18½
Thompson Seedless	25s	19½
3 Crown Muscatels	25s	15¾
Ungraded "	25s	11¾

TAPIOCA

The market is practically bare of supplies of Medium Pearl. The Seed Pearl—so called White Sago—we can offer you, at an attractive price. This make is rapidly gaining in popularity, the main reason being that it cooks much more easily than the Medium Pearl.

Seed Pearl Tapioca Bags about 140 lb. 12

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Field & Co.

(Fruit Merchants) Ltd.

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Codes (Private): A.B.C. 4th and 5th Editions, Western Union and Bentleys.

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Portuguese Sardines, French Sardines, Norwegian Brisling, Sild, Herrings, &c; Dried Fruits, Currants, Dates, Raisins, Evaporated Fruits; Almonds and Nuts of all kinds, Shelled and Prepared Almonds; Almonlike (substitute for Prepared Almonds); Shelled Walnuts and Kernels; Spices; Rices, Tapiocas, &c.; Confectionery, Chemicals, &c.

Proprietors of

Turban BRAND BUSREH Dates

IN CARTONS. Cases each 60 nominal pounds

Turban COMPLETE Puddings

Whole Rice Custard
Barley Flake Custard
Sago Custard
Ground Rice Custard
Tapioca Custard
Semolina Custard

All ingredients in the packet. No Eggs, Sugar or Milk required. A quart of water and a packet of Turban gives a rich milky pudding for six persons. Cases each 6 dozen assorted.

OBAYO REAL SARDINES

The Elite of the Sea

Guaranteed real Sardines, carefully packed in pure oil. Of high grade quality and fine flavor. Attractive gold and blue labels.

Packed in following sizes, 22 m/m. ¼-club. Nominal 10 oz. 12 oz. and 18 oz. All with keys.

Special Quotations upon Application.

Master Workman, bars, 7s, 3½ lbs.	1 20
Derby, 9s, 4-lb. boxes	1 08
Old Virginia, 12s	1 50
Old Kentucky (bars), 8s, boxes, 5 lbs.	1 25

WM. H. DUNN, LTD., Montreal

BABBITTS

Soap Powder, case 100 pkgs..	$5 65
Cleanser, case 50 pkgs.	3 10
Cleanser(Kosher), cs. 50 pkgs	3 10
Pure Lye, case of 4 doz.	5 95

JELL-O
Made in Canada

Assorted case, contains 4 doz.	$5 40
Lemons, 2 doz.	2 70
Orange, 2 doz.	2 70
Raspberry, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Chocolate, 2 doz.	2 70
Cherry, 2 doz.	2 70
Vanilla, 2 doz.	2 70

Weight, 8 lbs. to case. Freight rate second class.

JELL-O ICE CREAM POWDERS
Made in Canada

Assorted case, contains 2 doz.	$2 70
Chocolate, 2 doz.	2 70
Vanilla, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Unflavored, 2 doz.	2 70

Weight, 11 lbs. to case. Freight rate second class

BLUE

Keen's Oxford, per lb.	$0 24
In cases 12-12 lb. boxes to case	0 25

COCOA AND CHOCOLATE
THE COWAN CO., LTD.
Stirling Road, Toronto, Ont.

Cocoa

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.	$5 25
Perfection, ½-lb. tins, doz.	2 75
Perfection, ¼-lb. tins, doz.	1 45
Perfection, 10s size, doz.	1 10
Perfection, 5-lb. tins, per lb.	0 42
Supreme Breakfast Cocoa, ½-lb. jars, 1 and 2 doz. in box, doz.	3 00
Soluble Cocoa Mixture (Sweetened) 5 and 10-lb. tins, per lb.	0 28

(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. boxes, per lb.	0 41
Supreme Chocolate, 10c size, 2 doz. in box, per box	1 90
Perfection Chocolate, 10c size, 2 doz. in box, per box	1 90

	Per lb.
SWEET CHOCOLATE—	
Eagle Chocolate, ¼s, 6-lb. boxes	0 32
Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case	0 31
Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs., in case	0 32
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 33
Diamond Crown Chocolate, 28 cakes in box	1 10

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	$0 45
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Milk Croquettes, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb.	0 41
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb.	0 41
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 41
No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb.	0 41
No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb.	0 36
No. 1 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 41
No. 2 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 36
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60

NUT MILK CHOCOLATE, Etc.

Nut Milk Chocolate, ¼s, wrapped, 4-lb. box, 36 boxes in case, per lb.	0 46
Nut Milk Chocolate, ½s, wrapped, 4-lb. box, 36 boxes in case, per lb.	0 47
Fruit and Nut or Nut Milk Milk Chocolates, 1bs., unwrapped, 6-lb. box, 5 div. to cake, 32 boxes to case, lb.	0 43
Nut Milk Chocolates, 5s squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box	2 35
Fruit and Nut Milk Chocolate, 2-lb. cakes, each 20 divisions, 3 cakes to box, 32 boxes to case, per box	2 50
Fruit and Nut Milk Chocolate Slabs, per lb.	0 42
Milk Chocolate Slabs, with Assorted Nuts, per lb.	0 43
Plain Milk Chocolate Slabs, per lb.	0 42

K. W. KELLOGG CEREAL CO.

Kellogg's Toasted Corn Flakes, Waxtite	4 15
Kellogg's Toasted Corn Flakes, Ind.	2 00
Kellogg's Dominion Corn Flakes	4 15
Kellogg's Dominion Corn Flakes, Indv.	2 00
Kellogg's Shredded Krumbles	3 50
Kellogg's Shredded Krumbles, Ind.	2 00
Kellogg's Krumbled Bran,	

MISCELLANEOUS

Maple Buds, fancy, nearly 1 lb., ½ doz. in box, per doz.	$5 50
Maple Buds, fancy, ½ lb., 1 doz. in box, per doz.	2 75
Assorted Chocolate, 1 lb., ½ doz. in box, per doz.	5 50
Assorted Chocolate, ½ lb., 1 doz. in box, per doz.	2 75
Chocolate Ginger, ½ lb., 1 doz. in box, per doz.	2 75
Crystallized Ginger, ½ lb., 1 doz. in box, per doz.	2 75
Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per lb.	0 46
Triumph Chocolate, ¼'s, 4-lb. boxes, 35 boxes in case, per box	0 47
Triumph Chocolate, ½-lb. cakes, 4 lb., 35 boxes in case, per lb.	0 46
Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross	1 15
120—1c. Milk Chocolate Sticks, 60 boxes in case.	0 80

5c LINES

	Toronto Prices Per box
Filbert Nut Bars, 24 in box, 60 boxes in case	$0 95
Almond Nut Bars, 24 in box, 50 boxes in case	0 95
Puffed Rice Bars, 24 in box, 50 boxes in case	0 95
Ginger Bars, 24 in box, 50 boxes in case	0 95
Fruit Bars, 24 in box, 50 boxes in case	0 95
Active Service Bars, 24 in box, 50 boxes in case	0 95
Victory Bar, 24 in box, 60 boxes in case	0 95
Queen's Dessert Bar, 24 in box, 50 boxes in case	0 95
Regal Milk Chocolate Bar, 24 in box, 50 boxes in case	0 95
Royal Milk Cakes, 24 in box, 50 boxes in case	0 95
Cream Bars, 24 in box, 50 boxes in case, per box	1 00
Maple Buds, 6c display boxes, 6c pyramid packages, 6c glassine envelopes, 4 doz. in box	1 90

10c LINES

Maple Buds, 10c, 1 doz. in box, 50 boxes in case, per doz.	$0 95
Medallions, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Lunch Bar, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Coffee Drops, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Milk Wafers, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Chocolate Beans, 10c, 1 doz in box, 50 boxes in case, per doz.	0 95
Chocolate Emblems, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Chocolate Wafers, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Circus Wagons, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Queen's Dessert, 10c cakes, 24 in box, per box	1 80

This week will be

Peach Week

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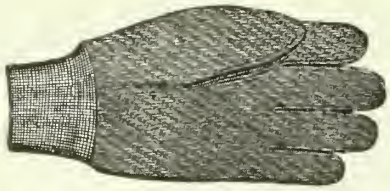

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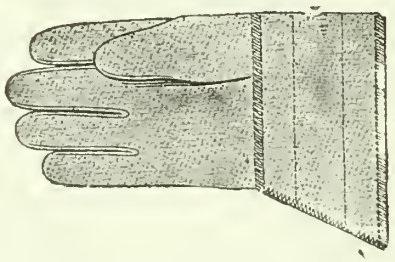

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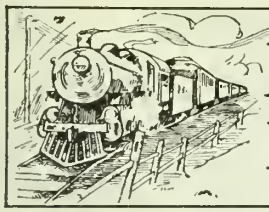

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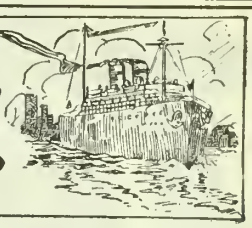
Latest Editorial Market News



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Manufacturers TORONTO, Ontario

MONTREAL TO BE VISITED BY SWISS TRADE MISSION

The Swiss Mission for Economic Studies now visiting United States centres will, it is expected, pay Montreal a visit on October 14th. This mission is interesting itself in the study of various commodities and businesses, and among which are those of machinery, porcelain, electrical goods, textiles, and also banking and insurance considerations. Mr. Berry R. Iseli, Swiss Consul General at Montreal, has received assurance from Mayor Mederic Martin that the delegation will be welcomed when they come.

---

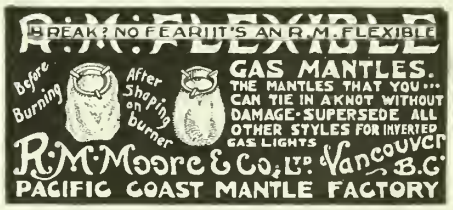
30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¼-INCH CUSHION FILLERS
CORRUGATED FLATS.

The TRENT MFG. CO., Ltd.
TRENTON - - ONTARIO

COUNTRY MERCHANTS

Ship your Eggs, Butter and Poultry to us.
Top market prices. Cash payment. Write or phone.

C. A. MANN & CO.
LONDON, ONT.
Phone 1577


R.M.FLEXIBLE
BREAK? NO FEAR IT'S AN R.M. FLEXIBLE
Before Burning
After Shaping on burner
GAS MANTLES.
THE MANTLES THAT YOU... CAN TIE IN A KNOT WITHOUT DAMAGE-SUPERSEDE ALL OTHER STYLES FOR INVERTED GAS LIGHTS
R.M. Moore & Co. Ltd. Vancouver B.C.
PACIFIC COAST MANTLE FACTORY

The SARNIA PAPER BOX CO., Ltd.

SARNIA, ONT.

Manufacturers of:
Ice Cream Cartons, Parafined.
Butter Cartons, Parafined.
Egg Cartons; Special Egg Fillers.
Folding Candy Boxes; also handy Parafine boxes for bulk Pickles, Mince Meat, etc.

BEANS

Handpicked or Screened in car lots

Ask for quotations

Geo. T. Mickle, Ridgetown, Ont.

SALT

All Grades.—Carloads.
THE DOMINION SALT CO., LTD
Manufacturers and Shippers
SARNIA :: :: :: ONTARIO

These one-inch spaces only $1.60 per insertion if used each issue in the year.

Wanted

Classified Advertising

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where copies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

WANTED

WANTED—THREE OR FOUR SILENT SALESman cses, from four to twelve feet. Reply to E. B. Buell, Sharbot Lake, Ontario.

WANTED—TO RENT WITH THE OPTION OF buying a general store. Situated between Fort Erie, Ont., and Port Rowan, Ont. Box 740, Canadian Grocer, 143 University Ave., Toronto, Ont.

SAUSAGE MAKER WANTED

WE HAVE AN OPENING FOR A GOOD MAN in our sausage factory, able to cure hams and bacon, and to put up all kinds of sausage; must be sober. Apply, stating salary and references, Box 563, Fredericton, N.B.

TRANSLATIONS

ENGLISH INTO FRENCH — COMMERCIAL, Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. **Private correspondence. Manufacturers and** Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault, P.O. Box 135. Station B, Montreal.

FIXTURES FOR SALE.

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

ENGLISHMAN

Specialty salesman been resident in Toronto for seven years is going to the Old Country for three months. Will execute commissions for a nominal fee, or would consider representing Canadian house in England. Box 742, Canadian Grocer, 143 University Ave., Toronto, Ont.

Say you saw it in Canadian Grocer, it will identify you.

Your Questions Answered

Any information you desire on matters pertaining to the trade will be gladly furnished FREE upon application and will be answered through the columns of this paper. If you enclose a stamped, addressed envelope we will also reply direct to you. Don't hesitate to ask us. We will do our best.

CANADIAN GROCER
143-153 UNIVERSITY AVE.
TORONTO

FOR SALE

FIRST-CLASS STOCK OF GENERAL MERchandise, also buildings, store, warehouses and dwelling; stock invoices about $12,000; will reduce to suit purchaser. Box 732, Canadian Grocer, 143 University Ave., Toronto, Ont.

ESTABLISHED GENERAL STORE BUSINESS, Post Office and Telephone; modern convenience; Saskatchewan. Stock app. five thousand; fixtures eleven hundred; store property with dwelling house valued $3,200; situated in good farming locality; no opposition; owner in poor health and retiring from business; no reason why a thirty thousand business could not be done. About $4,000 payment required. Satisfactory terms to a reliable party re balance. Apply c/o Postmaster, Box 40, Vera, Sask.

FOR SALE—NEW 200-ACCOUNT BARR REgister, $100; cost $120. Has not been used. Box 730, Canadian Grocer, 143 University Ave., Toronto, Ont.

AGENCIES WANTED

MANUFACTURERS' AGENT AT VANCOUver, B.C., well established and thoroughly equipped desires to represent an Eastern Canadian manufacturer for British Columbia, placing business exclusively through the wholesale trade. Advertiser's name, address and bank reference may be secured by applying to Box 728, Canadian Grocer, 143 University Ave., Toronto.

A WINNIPEG BROKERAGE FIRM WITH live wire representatives calling upon wholesale and retail groceries is open to consider several agencies. General Sales Manager now in Toronto, where he will be till October 1st. Apply Box 734, Canadian Grocer, 143 University Ave., Toronto, Ont.

SELLING CONNECTION. MANITOBA TO THE Pacific Coast, wanted by manufacturer of staple line sold in large volume to retail and jobbing, hardware and grocery houses, and tramway and industrial concerns. Applicant must have acquaintance with the trade and capable and equipped to thoroughly cover the territory named. Apply with particulars to Aero Mfg. Co., Sherbrooke, Que.

WANTED

IN ANY SIZE QUANTITY

JUTE - SUGAR

BAGS

AND COTTON LINERS.

E. PULLAN

TORONTO

More Business This Fall!

LET your Provision Counter be the principal point of interest in your store. Make it so bright—so enticing—so good to look at—that everybody who comes in will feel constrained to buy something!

Davies' Quality Products are just the lines to help you make a good, tempting display and build up more and bigger sales.

Show a good assortment of Davies' Fresh Cured and Smoked Meats, Sausage, Pure Lard, "Peerless" Shortening, Pork Pies, Pork and Beans, "Peerless" Pickles, "Glengrove" Butter, Eggs and Cheese—all genuine quality products that make pleased customers and keep your salesmen busy.

We shall be pleased to quote you prices on any of these products—or if you would like one of our travellers to call, drop us a post-card saying where you are located and we'll be glad to make your acquaintance.

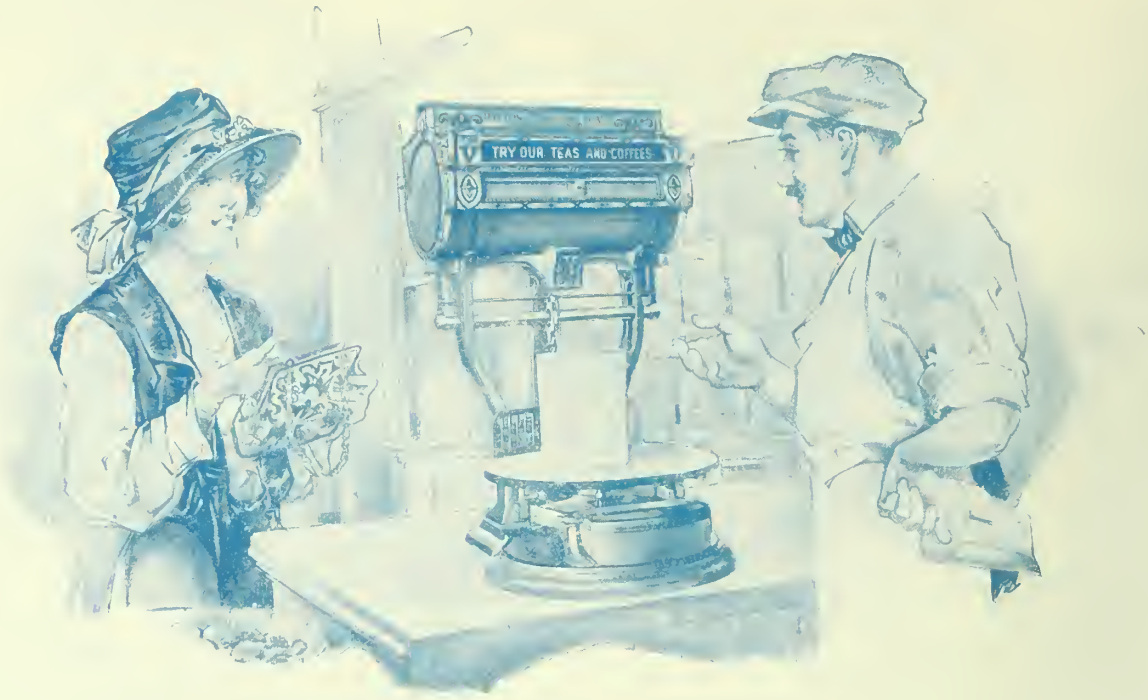
Davies' Quality Products are used in a large number of the best Canadian homes. Dealers who handle these products are building up good reputations in their localities.

Davies Quality Products are "EASY to SELL but HARD to BEAT"

THE WILLIAM DAVIES COMPANY LIMITED

TORONTO

Montreal Hamilton



She likes the Dayton—She knows it's right—fair and square to both

It's no small thing to get your customer's confidence. Use a Dayton Scale and you get it instantly. The Dayton Scale is known to the public—better known than you perhaps think. The customers can see the exact weight of the goods from the small chart on the back of the scale. Even a child can note that you give honest, exact weight. Giving exact weight is vastly more important to you than even to the customer. You do it hundreds of times a day. Every weighing may be a source of loss unless it is done absolutely correctly on a Dayton Scale. Instantaneous price calculations are also made—you get every cent of value that is coming to you.

It pays to be up-to-date. It pays to use a Dayton. Exact weight and correct price calculations, are firm foundations for any business. Send for our new illustrated catalog.

DAYTON COMPUTING SCALES

Made in Canada

FRANK E. MUTTON,
Vice-Pres. and General Manager

Royce and Campbell Avenues, TORONTO
Also at MONTREAL, WINNIPEG, VANCOUVER

Division International Business Machines Co., also makers of International Time Recorders and Hollerith Electric Tabulators

CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIII PUBLICATION OFFICE: TORONTO, SEPTEMBER 26, 1919 No. 39

Ingersoll Cream Cheese

KEEP IN A COOL PLACE
INGERSOLL CREAM CHEESE is always soft in texture, distinct in flavor, and every particle can be consumed
Avoid imitations
INGERSOLL
CREAM CHEESE
Ask for and insist on getting the original INGERSOLL CREAM CHEESE
SPREADS LIKE BUTTER
MANUFACTURED BY
THE INGERSOLL PACKING CO LIMITED
INGERSOLL, ONTARIO, CANADA

MADE IN CANADA

A Well Appearing Package and A Pleasing Product

Every individual package of Ingersoll Cream Cheese is enclosed in a good looking and heavily paraffined carton that preserves unimpaired the appetizing qualities of the Cheese. Any of these agents can supply you with the original easy selling "Ingersoll."

Thos Flanagan, Halifax, N.S.
The Whyte Packing Co., Montreal, Que.
J. H. Trowbridge, Ottawa, Ont.
J. I. Davis & Son, St. John, N.B.
R. B. Percival, Kingston, Ont.
Albert Dunn, Quebec, Que.
The Ingersoll Packing Co., Ltd., Toronto, Ont.
Cyrus King, Hamilton, Ont.
G. W. Nickerson Co., Prince Rupert, B.C.
Mason & Hickey, Vancouver, Winnipeg, Regina, Saskatoon, Edmonton, Calgary, Brandon, Lethbridge, Fort William.
G. T. Armstrong & Son, Ltd., Sherbrooke, Que.

THE
Ingersoll Packing Co., Limited
INGERSOLL, ONT.

"Spreads Like Butter"

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation. Copy of report will be sent on request to anyone interested.

YOUR BENEFIT

ALL retail merchants are sold through our wholesale distributors. This enables merchants everywhere in Canada to purchase O-Cedar at the same Wholesale Prices.

We made this our policy because the wholesale distributors not only lower distribution costs, but they call on you more often — you can buy O-Cedar Products more easily and frequently and with a small investment.

O-Cedar Polish

You benefit because you can purchase O-Cedar Products along with other merchandise. You receive the same dating as you receive on other goods. You can buy in small quantities, but more frequently, which assures you of a rapid turnover and a **real net profit.**

After the goods are attractively displayed on your shelves, they will only benefit you in proportion as the consumers come in and buy them; so we insert advertisements in the newspapers to help you sell O-Cedar Products.

O-Cedar Products give value, service and satisfaction as they contain the best of workmanship, best quality of materials and they sell at popular price.

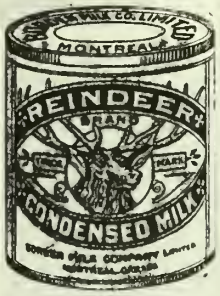
Any effort given to O-Cedar Products is repaid because O-Cedar Sales **Repeat.**

CHANNELL CHEMICAL COMPANY, LIMITED
TORONTO

CANADIAN GROCER, published every Friday. Yearly subscription price $3.00. Entered as second-class matter at Post Office, Ottawa, and as second-class matter, July 5, 1912, at the Post Office at Buffalo, under the Act of March 3rd, 1879.

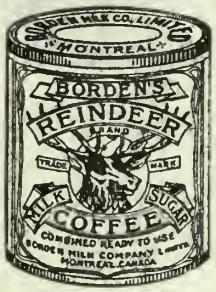
Borden Milk Products

are much in demand during the Fall Season



The housewife who has never used the Borden Products especially Reindeer Coffee and Cocoa, will find in them a new convenience, a new economy for the many little social gatherings of the autumn months.

Why not go after this business, Mr. Grocer?

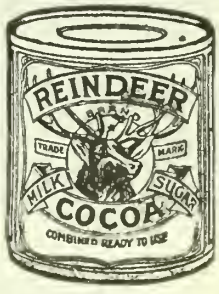


Borden's

MILK PRODUCTS LEAD IN QUALITY

Try an "Attention Compelling" window display suggesting the convenience and excellence of Borden Products.

Acquaint your customers of its quality. Your efforts will be handsomely rewarded



"Fall" Time is "Borden" Time.
Stock Up.

Borden Milk Co., Limited

MONTREAL and VANCOUVER

Your trade will welcome

ST. WILLIAMS STRAWBERRY JAM

Made from fresh, full-ripened strawberries and pure refined sugar with an enticing flavor that warrants its great popularity.

You can recommend this Jam with absolute sincerity to your most exacting trade. It never fails to please. We guarantee its fine, uniform quality.

Have we filled your order?

St. Williams Fruit Preservers, Limited

Simcoe and St. Williams, Ont.

Maclure & Langley, Limited

Distributors

WINNIPEG TORONTO MONTREAL

CLARK'S

PREPARED FOODS

SPAGHETTI

With Tomato Sauce and Cheese

A seasonable dish and an excellent seller.

CONCENTRATED SOUPS

Fourteen kinds and each kind a treat.

No preparation required, your customer simply adds water, heats and serves a perfect soup to suit her taste.

Feature this line.

Made in Canada by Canadians.

W. Clark, Limited **Montreal**

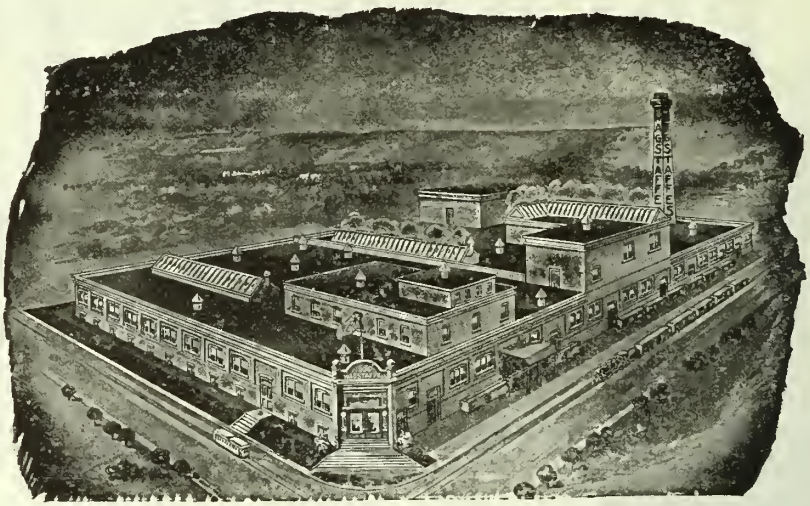
Clark's

WAGSTAFFE'S

New Season's 1919

Lemon
Orange
and
Citron

Caps or Cut Ready for Use.



THE MOST UP-TO-DATE CANDIED PEEL AND CRYSTALLIZED FRUIT FACTORY IN CANADA

WAGSTAFFE'S

Crystallized Ginger, Cherries and Assorted Fruits.

Plum Puddings and Mincemeat.

NOW READY FOR DELIVERY.

Order From Your Wholesale Grocer.

WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON CANADA

Representatives: H. P. Burton, 513 Dominion Bldg., Vancouver, B.C.; Dominion Brokerage Co., Edmonton, Alta.; Dominion Brokerage Co., Calgary, Alta.; W. H. Escott Co., Ltd., Winnipeg, Man.; W. H. Escott Co., Ltd., Saskatoon, Sask.; W. H. Escott Co., Ltd., Regina, Sask.; W. G. Hinton, 89 Marchmont Rd., Toronto, Ont.; H. G. Smith, 386 Beaconsfield Ave., N.D.G., Montreal, Que.; J. B. W. Smith, 708 Waterloo St, London, Ont.; F. G. Knox, Collingwood, Ont.; W. S. Clawson & Co., St. John, N.B.; H. M. Wylie, Room 6, Union Bank Bldg., Halifax, N.S.; R. M. Fulton, 7 Duke St., Truro, N.S.; John Rossitor, St John's, Nfld.

By Appointment to H.M. King George V.

From War to Peace

The war restrictions on the shipment of Biscuits having been removed,

Huntley & Palmers Biscuits

are once again being sent to all parts of the world. They are of the same standard of

Unrivalled Quality

as in the past, and to prevent disappointment, the public should place their orders at once with their usual suppliers.

HUNTLEY & PALMERS LTD.
Biscuit Manufacturers
READING & LONDON
ENGLAND

CATELLI'S MACARONI

The Brands that have made Macaroni popular in thousands of homes

Sealed packages insure quality and cleanliness

Sealed packages that prevent loss through overweight and breakage

Free of artificial coloring (Yellow)

Advertised from coast to coast

Money makers for every dealer who handles them

Recipe books mailed free to your customers

Made in Canada, of Canadian Wheat

Unsurpassed for Quality and Flavor

CATELLI'S MACARONI

This shows the cover of our new cook book. The original contains 115 recipes.

We mail copies to every woman who writes for it. Nearly 100,000 already sent out.

You'll Sell More Than Ever This Fall and Winter

For one thing, the advertisements for Catelli's Macaroni have been running all through the spring and summer. We have been educating more and more people to the food value and the sound economy of it.

Now the new series of advertisements are ready. They have been prepared especially for cold weather, bringing out the points that will appeal to the housewives during the fall and winter.

The cumulative effect of these big advertising campaigns—with the personal recommendations of thousands of women who are using Macaroni — are bound to create an increasing demand for CATELLI'S MACARONI, SPAGHETTI, VERMICELLI, READY-CUTS, NOODLES, ALPHABETS, ANIMALS and STARS. Stock them—feature them—push them—display them.

"Hirondelle"—"L'Etoile"—and "Milk" are the trade names of our three brands. All varieties of alimentary pastes are made under each brand, so you can carry one or all three, as you prefer.

All are packed in sealed cartons—attractive for display; easy to handle; prevent loss through breakage and waste. At all wholesalers.

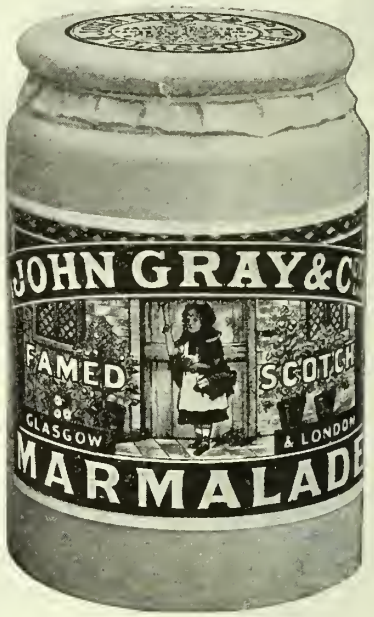
THE C. H. CATELLI CO., LIMITED, MONTREAL

JAMS
MARMALADES
PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

Cable : Lamberton, Glasgow.
Codes : A.B.C. 4th and 5th Edition.



CONFECTIONERY
MARZIPAN
CHOCOLATE

Agents:
Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada
Lind Brokerage Co., Ltd., Toronto

Owing to the high freights prevailing
CONTINUE TO IMPORT
supplies of

SPRATT'S

DOG CAKES
POULTRY FOODS
CANARY & PARROT MIXTURES
Etc.,

through **SPRATT'S**
PATENT (AMERICA) LIMITED
NEWARK, - NEW JERSEY

SPRATT'S PATENT LIMITED
24-25 Fenchurch St., London, E.C. 3, Eng.

Looking Ahead!

WHEN planning for increased trade in the future, don't forget the little things that count.

Often enough it's the QUALITY in a *5 Cent* purchase that leads to a *5 Dollar* sale.

You may be sure that's one reason why the *growing* Grocery stores sell

OCEAN BLUE

In Squares and Bags
Order from your Wholesaler.

HARGREAVES (CANADA) Limited
The Gray Building, 24 & 26 Wellington St. W., Toronto.

Western Agents: For Manitoba, Saskatchewan and Alberta: W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon: Creedon & Avery, Rooms 5 and 6, Jones Block, 407 Hastings Street West, Vancouver, B.C.

1919 Season Pack
of
Canned Salmon Now Ready

Cover your requirements now

Our Reliable Brands

"Hallbest"
Red Sockeye

"Hallfancy"
Red Spring

"Hallred"
Red Blueback

Our Reliable Brands

"Hallchoice"
Red Cohoe

"Hallpink"
Northern Pink

"Hallchum"
Choicest Fresh Chum

A NATIONAL SUCCESS

RED ARROW
BRAND
BISCUITS

YOUR JOBBER CAN SUPPLY YOU

The National Biscuit & Confection Co., Ltd.

REPEATS

EVERY MORSEL EDIBLE AND DELICIOUS

"and the greatest of these is *cleanliness*"

"Haven't you started to pack yet this season?" asked a visitor at the cannery the other evening. The floors were all freshly scrubbed. The machinery had all been scoured and scalded with live steam, and looked spick-and-span. We do this after each day's run—we are jealous of the good name of "Albatross Pilchards."

Packed by hand by the

Clayoquot Sound Canning Co., Ltd.
VICTORIA.

J. L. Beckwith, Agent, Victoria, B.C.

HOPS

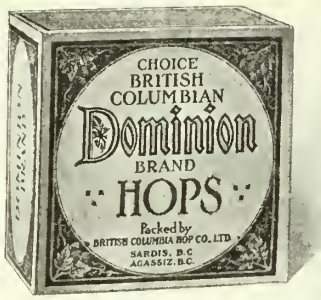
In Quarter and Half Pound
Full and Short Weight Packages

BUY DIRECT FROM THE PRODUCER

BRITISH COLUMBIA HOP CO., LTD.

Ranches located at
Sardis, Agassiz,
B. C.

Head Sales Office:
235 Pine Street
San Francisco,
California.



Largest Hop Growers in Canada

Write for Prices—Samples

Agents: for Western Canada, Donald H. Bain Co., Winnipeg, Man.
Ontario: Raymond & Raymond, London, Ontario.
Quebec: Arthur P. Tippett & Co., Montreal, Quebec.

DESICCATED COCOANUT

We import direct from our own mills at Colombo, Ceylon, and stand behind the quality of our goods. The prices we quote are rock-bottom. Let us quote you on your next requirements.

Our agents are:

Tees & Persse, Ltd., Winnipeg, Fort William, Regina, Saskatoon, Moose Jaw; Tees & Persse of Alberta, Ltd., Calgary, Edmonton. Newton A. Hill, Toronto, Ont.; E. T. Sturdee, St. John, N.B.; R. F. Cream & Co., Ltd., Quebec, Que.; J. W. Gorham & Co., Halifax, N.S.; C. T. Nelson, Victoria, B.C.

Dodwell & Co., Ltd.

Importers & Exporters

VANCOUVER

SNOWCAP PILCHARDS

Delectable
and
Dainty
Hand
Packed
BY
The Nootka Packing Co., Ltd

Packed in 1 lb. Talls
and 1-2 lb. Flats
Sold by your jobber

EXCLUSIVE DISTRIBUTORS

Dodwell & Co., Limited
VANCOUVER, B.C.

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.

MIKADO

We are offering the best value in Rice on the Canadian Market to-day.

Canada Food Board License No. 4-517.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcement appear on this page.

BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

EXCELLENT FACILITIES FOR SELLING AND DISTRIBUTING
FREE and BONDED WAREHOUSE
CAMPBELL BROKERAGE CO.
860 CAMBIE ST. - - VANCOUVER

B.C. Market?

We can place one or two good Specialty lines.

Our firm has back of it a 15 years' success reputation. We have a staff of aggressive salesmen and first-class storage and warehousing facilities.

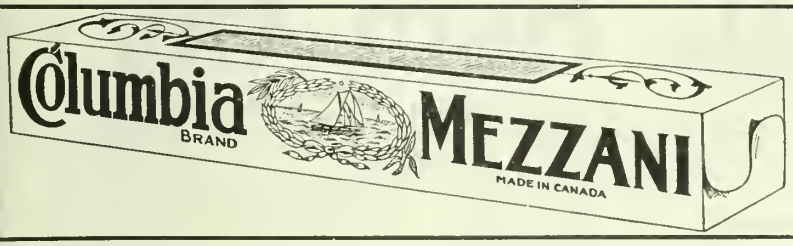
Write us if you want real representation.

Little Bros. Ltd.
VANCOUVER

PETER LUND & COMPANY
MANUFACTURERS AGENTS
Can sell, and if required, finance one or two additional staple lines for
British Columbia Territory
Interested manufacturers please communicate
505 Metropolitan Bldg. Vancouver, B.C.
Reference: Merchants Bank of Canada, Vancouver, B.

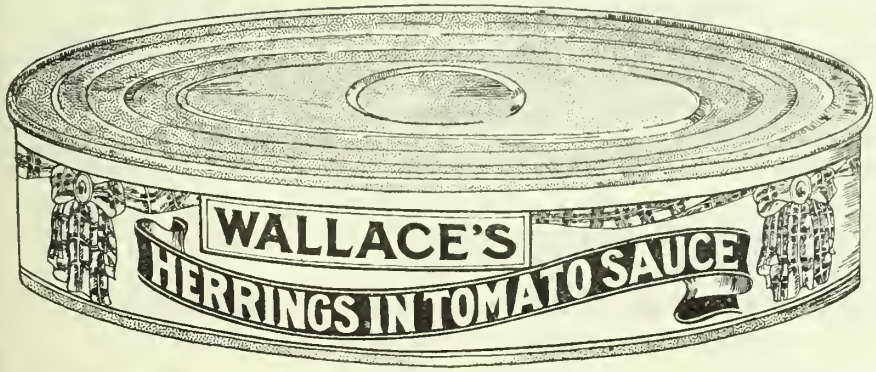
M. DESBRISAY & CO.
Salmon Canners and Manufacturers' Agents
VANCOUVER, B.C.
Our organization is equipped to handle any manufacturers' line.
Our salesmen get results.

FOR REPRESENTATION
in B. C.
VENABLES & MERRYFIELD
525 Standard Bank Bldg. Vancouver, B.C
Agents for QUAKER OATS CO.
We cover the RETAIL TRADE



MACARONI
The pure food that builds Muscle and Bone at small expense.
The Meat of The Wheat
Manufactured by the
Columbia Macaroni Co., Limited
LETHBRIDGE, ALTA.

WALLACE'S HERRINGS



Like Wallace's Salmon and Pilchards Give Splendid Satisfaction.

Your Jobbers Can Get Them For You

WALLACE FISHERIES LIMITED
VANCOUVER

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN PROVINCES

A. M. Maclure & Co.
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

Wholesale Grocery Brokers
Commission Merchants
410 Chamber of Commerce, Winnipeg
Personal attention given to all business entrusted to us.
Correspondence Solicited. Established here 1900.
GEORGE ADAM & CO.

ALEX. BAIRD LTD.
Manufacturers' Agents
300 Montreal Trust Bldg.
WINNIPEG, MAN.
Correspondence Solicited

C. H. GRANT CO.
Wholesale Commission Brokers and Manufacturers' Agents
810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

W. L. Mackenzie & Co., Ltd.
Head Office: Winnipeg
Branches at
Regina, Saskatoon, Calgary, Edmonton

Macdonald, Adams Company
Brokers and Manufacturers' Agents
Open to negotiate for new lines of Grocery Specialties in Western Canada
502 Avenue Building, Winnipeg

THE McLAY BROKERAGE CO.
WHOLESALE GROCERY BROKERS
and MANUFACTURERS AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

Mention This Paper When Writing Advertisers.

Donald H. Bain Co.

WHOLESALE GROCERY COMMISSION AGENTS

A sales force of competent men.
Ample capital—and the reliability that goes with it.
A record of results—and the prestige that follows it.
An energetic, result-getting organization—with satisfied clients to prove it.
Are all at your disposal if WE represent you.
Every branch a business in itself, directed by capable, experienced managers.
All varieties of Food Products.
If you want results get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER
ALSO AT 60 CHEAPSIDE, LONDON, E.C. 2, ENGLAND

Canada Food Board License No. 6—450

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.

The Largest in Western Canada

We are the largest Storage Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated Warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

Watson & Truesdale, Winnipeg

Have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

SIX HOUSES IN WESTERN CANADA

W. H. ESCOTT CO., LIMITED Winnipeg, Man.
W. H. ESCOTT CO., LIMITED Saskatoon, Sask.
W. H. ESCOTT CO., LIMITED Regina, Sask.
W. H. ESCOTT CO., LIMITED Calgary, Alta.
W. H. ESCOTT CO., LIMITED, Fort William, Ont.
W. H. ESCOTT CO., LIMITED Edmonton, Alta.

WHOLESALE GROCERY BROKERS, MANUFACTURERS' AGENTS, IMPORTERS

Consignments Solicited HEAD OFFICE: 181-183 Bannatyne Ave. East, WINNIPEG *Write Us*

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN CANADA

SCOTT-BATHGATE CO., LTD.

Service | Reliability | Integrity

We have founded our business on these three corner stones—Service, Reliability, Integrity. These are the secret of our success in marketing goods in the West.

If your line does not conflict we can give you the same service.

Scott-Bathgate Co., Ltd. Wholesale Grocery Brokers and Manufacturers' Agents **149 Notre Dame Ave. E., Winnipeg**

"Always On The Job"

The H. L. Perry Co., Ltd., 214-216 Princess St., Winnipeg

As your Selling Agents, we can make a big success of your Account.

STORAGE DISTRIBUTING FORWARDING

F. D. Cockburn Co., 149 Notre Dame Ave. E., Winnipeg

We represent some of the best manufacturers and will give your line the same attention. From Port Arthur to the Rockies we represent, among other lines, Jireh Food Co., Jas. Epps & Co., Ltd., and Kerr Bros.

ALBERTA

D. J. MacLeod & Co.

Manufacturers' Agents and Grocery Brokers

EDMONTON, ALTA.

Open to negotiate for new lines in Alberta. Our staff calls on wholesale trade and does detail work.

B. M. Henderson Brokerage, Ltd.

106-7 Adams Building, Edmonton, Alta.
(Brokers Exclusively)

Dried Fruits, Nuts, Beans, Jams, Cereals, Fresh Fruits and Vegetables.

Calgary Storage & Cartage Co., Limited

Warehousing and Distributing Our Specialty

Office: 304 11th Ave. East
CALGARY, ALTA.

WHEN WRITING TO ADVERTISERS KINDLY MENTION NAME OF THIS PAPER

PACIFIC CARTAGE CO.

C.P.R. Carters

Office: C.P.R. Freight Sheds CALGARY

Distribution of Cars a Specialty

Storage and Forwarding Prompt Service

SAY YOU SAW IT IN CANADIAN GROCER WHEN WRITING TO ADVERTISERS

A BRANCH HOUSE WITHOUT THE COST OF MANAGEMENT

The Regina Cold Storage & Forwarding Co. Ltd.

Regina - Saskatchewan

COLD STORAGE WAREHOUSING CAR DISTRIBUTION

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

T. M. SIBBALD & SON
GROCERY BROKERS
Agent for KELLOGG'S Toasted Cornflakes
Another Agency Solicited
311 KING ST. E. - TORONTO
Storage and Bonded Warehouses

MACLURE & LANGLEY
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

LOGGIE, SONS & CO.
Merchandise Brokers and Manufacturers' Agents
Grocery, Drug and Confectionery Specialties
Foy Building, 32 Front Street West
TORONTO - ONTARIO

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

Every dealer should have a Display Stand of Cane's Pencils on his counter

A good easy writing Canadian pencil is a necessity to everybody. CANE'S CANADIAN-MADE PENCILS are good easy writing leads and they come to you in a handsomely colored eye-catching Counter Display Stand that sells the pencils without any further bother on your part. And the profit you get on every sale makes the proposition very worth while. Half a gross of nicely colored and tipped pencils for $2.40—to retail at 5c each.

At your wholesalers or direct from

The
Wm. Cane & Sons Co., Ltd.
NEWMARKET, ONT.

Furnivall's

If every dealer knew the way Furnivall's Fine Fruit Pure Jams please even the most particular people — if they realized the nice profits to be made on these quick sellers— Furnivall's Jams would be displayed in every grocery store in Canada. Are you a Furnivall dealer?

FURNIVALL-NEW,
Limited
Hamilton, Canada

Canada Food Board License No. 14-167

AGENTS—**The City of Ottawa and the Lower Provinces** (except Cape Breton): Messrs. Geo. Hodge & Son, Ltd., Montreal, Que. **Ontario:** MacLaren Imperial Cheese Co., Ltd., Toronto, Ont. **Manitoba:** H. L. Perry Co., Winnipeg, Man. **Hamilton:** J. T. Price & Co. **Cape Breton, N.S.:** O. N. Mann, Turnbull Bldg., Sydney, N.S.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO
Canadian Food Control License Nos 6-236/7/8

THE S. G. BENDON UTILITY CO.
Brokers and Commission Agents
30 St. Francis Xavier St., Montreal
Our Motto: Always at Your Service

JOHN E TURTON
Wholesale Grocery Broker
BOARD OF TRADE BUILDING
MONTREAL

Paul F. Gauvreau
Wholesale Broker
FLOUR, FEEDS AND CEREALS
84, St. Peter Street, Quebec
Am buyer of Peas, Beans, mixed Grain of all kinds. Mail samples and prices. Need big quantities to fill contracts.

For Representation in Montreal
J. C. Thompson Company
209 St. Nicholas Bldg.
We cover the retail trade

J. L. FREEMAN & CO.
Wholesale Grocery Brokers
ROOM 122 BOARD OF TRADE BUILDING - Montreal

SILCOCK & DREW
Brokers and Commission Merchants
Grocers' Specialties, Etc.
Established 1897
33 St. Nicholas St., Montreal

Established 1889
HOWE, McINTYRE Company
Grocery Brokers, Importers and Manufacturers' Agents.
91-93, Youville Square,
MONTREAL .·. CANADA

THE DOMINION TRADING CO.
MONTREAL
We are open to handle several food Agencies selling to the Grocery trade in Montreal, Quebec. We cover the territory thoroughly; best references.
Room 34, Board Trade Bldg., Montreal.
Cable Address, Domtraco.

AGENCIES WANTED
For Food Products, Confectionery, etc. For the Dominion. Best References.
H. S. JOYCE,
Room 903 Southam Bldg., Montreal

W.J.SHEELY
Grocery Broker and Commission Merchant
AGENCIES WANTED
CONSIGNMENTS SOLICITED
Bankers: Home Bank of Can.
St. Nicholas Bldg. Montreal

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

MARITIME PROVINCES

GAETZ & CO.
MANUFACTURERS' AGENTS AND GROCERY BROKERS
47-49 Upper Water St., Halifax, N.S.

Dominion Spring Clothes Pins

An excellent pin that will please the housewife. You can get a supply from any good Wholesale Grocer or Jobber.

The J. H. Hanson Co., Ltd.
244 St. Paul St. West, Montreal

There's Big Demand for REX PRODUCTS

Rex Cedar Oil
Rex Floor Wax
Rex Furniture Cream
Rex Washing Powder

Order from your Wholesaler, or

REX CHEMICAL CO.
103 Wellington St., MONTREAL

McDONALD ADAMS WINNIPEG
S. H. MOORE & CO. TORONTO
KING & SOUTHCOT VANCOUVER

Just You Try It, Mr. Dealer

Get a sample stock of this big new Breakfast Cereal—this Rolled Oats that is "different" enough to make a hit with that particular customer of yours.

The package is big the appearance is attractive the name is "Quality" and the contents are just that.

Your customers will like the deliciousness of Quality Rolled Oats. You'll like the handsome profit on the sale. And repeat sales will be the rule.

Ready to ship you now. Send your order today.

Canadian Cereal & Flour Mills Co., Limited

TILLSONBURG, ONTARIO

Head Office: - - Stratford, Ont.

Then and Now
Macdonald Tobacco Factory

1860		1919
Plug Smoking		**Plug Chewing**
Brier		Prince of Wales
Index		Crown
British Consols		Black Rod (Twist)
	Trade Mark Registered	Napoleon

Buy Macdonald's Tobacco in unbroken ten-pound caddies. There are four extra plugs in each caddy of Brier and Prince of Wales. This gives an additional profit to the retailer of from 60c to 80c.

SELLING AGENTS:

Nova Scotia—Pyke Bros., Halifax.
New Brunswick—Schofield & Beer, St. John.
Kingston—D. Stewart Robertson & Sons, Kingston.
Ottawa—D. Stewart Robertson & Sons, Ottawa.
Toronto—D. Stewart Robertson & Sons, Toronto.
Hamilton—Alfred Powis & Son, Hamilton.
London—D. C. Hannah, London.
Manitoba and North West—The W. L. Mackenzie & Co., Ltd., Winnipeg.
British Columbia—George A. Stone, Vancouver.
Quebec—H. C. Fortier, Montreal.

W. C. MACDONALD REG'D.
INCORPORATED
MONTREAL -- P.Q.

ECONOMICAL
Food Dessert

Junket
MADE *with* MILK

"Irresistibly" Delicious

There has been a constant demand by busy housewives for a wholesome, economical dessert that is both nutritious and quickly prepared.

"Junket" was made to fill this demand and thousands of grateful, happy women have joined the "Junket" ranks. To-day that demand assisted by extensive advertising has created a **demand that means big profits to grocers who handle "Junket."**
The flavor of Junket is "irresistibly delicious." It eliminates the "what shall I have for dessert" problem and solves it with a great variety of wholesome dainty dishes that win the hearts of the family.

Mr. GROCER---

This great number of uses provides many sales—in every home.

Can you afford to be without this product?

Sold in a 10-tablet package that retails at 12c with a good profit. Ask your jobber, or write.

Chr. Hansen's Canadian Laboratory
Toronto, Canada
LOGGIE, SONS and COMPANY
SELLING AGENTS FOR CANADA
32 FRONT STREET WEST -- TORONTO

SILENT SALESMEN

Mr. Manufacturer! Do you keep your product always in the public gaze? Have you considered your package? Don't forget that this is an advertising medium of great importance. Ask yourselves these questions about **your** package:—

1. Does it ensure thorough protection for the contents?
2. Does it represent the spirit of the product?
3. Does it **win** prominent display?
4. Does it catch the public eye?
5. Does it invite enquiries?

We design packages that are not mere dumb containers. We clothe them with magic which speaks sales.

Write us. We will be glad to help you.

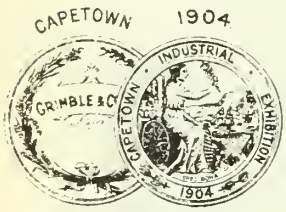
The Standard Lithographic Company of Canada, Limited

28 Temperance Street

TORONTO - CANADA

Breweries { London. Edinburgh.

Telephone No 2058 Museum.
Telegraphic Address.
PARIS "BELGRIM, LONDON."
A B C. Code, 5th Edition



GRIMBLE & Co. LIMITED,

VINEGAR BREWERY,

CUMBERLAND MARKET REGENT'S PARK

London, N.W.1 4th September. 1919.
HEAD OFFICE.

TO THE CANADIAN TRADE:-

WE DESIRE TO ANNOUNCE THAT ONE OF OUR DIRECTORS IS VISITING CANADA IN THE IMMEDIATE FUTURE.

OUR ENERGIES ARE DEVOTED ENTIRELY TO THE BREWING OF ENGLISH MALT VINEGAR AND WE BELIEVE OUR PRODUCT TO BE THE BEST OF ITS KIND IN THE WORLD.

CANADIAN PICKLERS, WHOLESALE GROCERS, AND OTHERS INTERESTED IN VINEGAR ARE INVITED TO COMMUNICATE WITH GRIMBLE & CO., LTD. C/O THE CANADIAN GROCER, MONTREAL, TORONTO, or WINNIPEG.

Yours faithfully,

GRIMBLE & CO. LIMITED

L.E.G. Piper,

Secretary.

PROPRIETORS OF
THE
EDINBURGH
MALT VINEGAR Co
EDINBURGH.
AND
HUTCHINGS & Co.
SPICED VINEGAR BREWERS.
BRISTOL.

ALL OUR VINEGAR WARRANTED UNADULTERATED.

Serve the People With the Best

You can only do this by selling

"SALADA"

The proof of its superiority over all other Teas is its enormous and ever increasing sale.

We prepay the freight and Guarantee its sale.

SALADA TEA COMPANY
TORONTO

TOMATO CATSUP

AYLMER BRAND

A POPULAR LINE --- STEADY DEMAND --- PROFITABLE

GLASS BOTTLES	GLASS AND STONE JUGS
8 oz. 12 oz. 17 oz.	1 GAL.
2 DOZEN TO CASE	4 TO CRATE

THROUGH YOUR JOBBER OR DIRECT

DOMINION CANNERS LIMITED
HAMILTON, CANADA

Canada Food Board License No. 14-12

Most Up to Date Process

Purity Flour is milled from the finest Canadian hard wheat in our huge mills, which are equipped to handle large quantities of grain in the most up-to-date way.

Purity Flour has the QUALITY that satisfies the home cook. Our Advertising Campaigns have made it easy to sell.

With our big organization we can give you the best of service.

PURITY FLOUR

(Government Standard)

"More Bread and Better Bread, and Better Pastry"

Western Canada Flour Mills Co., Limited

Head Office: Toronto, Ontario

Branches at: Winnipeg, Calgary, Brandon, Edmonton, Vancouver, New Westminster, Victoria, Nanaimo, Prince Rupert, Nelson, Rossland, Goderich, Ottawa, Montreal, St. John, N.B.

I have my old job back, saving Mrs. Housewife all the trouble of making her coffee. I serve her instantly.

I am not denaturized, decaffeinized nor deanythinged. Oh! yes, I am DELICIOUS. I hope you will keep me well at the front where I can be welcomed. I saw the trenches at their worst, and I am glad to be home.

G Washington's REFINED Coffee

Went to War Home Again

A Counter Display

Grocers who keep a couple of packages of Red Rose Tea on their counter have found it a good way to increase tea sales.

Women see the Red Rose advertisements in the newspapers, and when a woman's eyes light on the Red Rose packages on the counter it is quite natural for her to have a package added to her order. Just try this counter display suggestion!

T. H. Estabrooks Co., Limited

St. John, Montreal, Toronto, Winnipeg, Calgary, Edmonton

WHITE SWAN MUSTARD

"The Mustard with the Kick"

AT last you have a **made in Canada** mustard to offer your customers superior to any other in strength and flavor, and unequalled by the best imported brands. This mustard is winning instant favor wherever demonstrated. Put up in very attractive packages,

¼ pounds—$2.25
½ pounds—$3.50

Why pay fancy prices for imported mustard when you can buy a better mustard at a better price.

Let us send you a sample case to-day.

White Swan Spices and Cereals, Limited
TORONTO, CANADA

A Salesman That Requires No Salary

This Colman-Keen show card is a real salesman.

Hang it in your store and it will make sales of the Colman-Keen products easy and profitable.

The entire Colman-Keen family is pictured on it in appealing natural colors. And—

We send you this card free for the asking.

MAGOR, SON and COMPANY, LIMITED

30 CHURCH STREET, TORONTO 191 ST. PAUL ST. W., MONTREAL

Abbey's EFFERVESCENT SALT

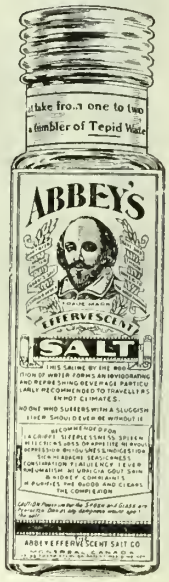
A Safeguard against Influenza

Good health—a clean body—a clean internal system—will help in warding off this disease.

Tell your customers about it. Urge them to take a glass of ABBEY'S SALT every morning as a safeguard against the 'Flu.'

There is nothing better or more necessary to good health, and your customers will thank you for the suggestion.

THE ABBEY EFFERVESCENT SALT CO. - MONTREAL



CANADIAN GROCER

Vol. XXXIII. TORONTO, SEPTEMBER 26, 1919 No. 39

Found Cash and Carry Good Business

E. Guillett, of Cobourg, Adopted the System and Finds His Business Growing Under the Change. How He Manages With Goods Too Heavy to Carry

THE question of cash and carry against credit and delivery is still unsettled, many merchants holding firmly to the latter, while still others are strong champions of the new system. Edwin Guillett, King Street, Cobourg, is an advocate of the cash and carry system.

Until a little over a year ago Mr. Guillett had two deliveries on the road all the time, and as his assistant, Geo. Roebeck, told CANADIAN GROCER, it was by no means a small matter to decide to eliminate the delivery of goods. The ever-advancing prices of commodities, however, was the deciding factor in inducing Mr. Guillett to make such a drastic change. He felt his customers could benefit very materially by the introduction of such a system, giving them the benefit of the cost of delivery. The new order of things has now been working a little better than a year, and in that time business has increased fully ten per cent., CANADIAN GROCER representative was informed.

Saved Sometimes 5c Per Pound

At the outset the people were not exactly kindly disposed to the idea that they must carry home their groceries, but when they realized that in a time of high prices they could save up to 5 cents a pound on some articles, they fell in with the cash and carry idea of doing business. Mr. Guillett figured that in the old days of delivery he had to pay out annually $1,500 in the upkeep of this end of his business. He has given his customers the benefit of this saving and they are well satisfied. The cash and carry system is a feature as far as the grocery business of Ed. Guillett is concerned.

Uses Price Tags

Everything in the store is ticketed, and the buying public can readily see, without asking the clerk, what an article is going to cost them. This method, Mr. Guillett believes, is a great saver of time, and certainly expedites the serving of his customers.

Heavy Deliveries Provided For

In the matter of heavy goods such as a large order of flour or sugar, Mr. Roebeck, who talked to CANADIAN GROCER in the absence from town of Mr. Guillett, stated that they had a very good arrangement with the city delivery, and if people wanted certain things delivered to their homes they could have such by paying 5 cents extra for anything up to fifty pounds, and 10 cents for anything up to 100 pounds and over. Of course the customers are altogether responsible for any outlay of money in this regard.

Saving Would Pay for Delivery

Mr. Roebeck instanced how, under the cash and carry plan a customer could save as much as 4 cents on a pound of tea, therefore, if she wished to have her order delivered she could do so, and still buy as profitably as under the old way. However, he pointed out that a saving of several cents was possible on almost every article in the store. The popularity of the automobile and cars being in goodly number in Cobourg has helped this business, people coming in their machines and taking home large orders of groceries. Then, again, customers solve their own delivery problems by sending their children with wagons to bring home the family bill of fare.

Altogether this system has worked well in the Guillett store, profitably to the owner and satisfactorily to the public.

Interior of the E. Guillett Store, Cobourg, Ont., where the cash-and-carry policy has been successfully adopted.

Price Maintenance Right Maintained

Case of Frey & Son Against Cudahy Packing Co. Reversed—No Illegality in Refusing to Sell Customer Who Would Not Maintain Stipulated Price

THE United States Circuit Court of Appeals for the Fourth Circuit has recently reversed the judgment of the District Court in favor of Frey & Son in the aforesaid cases. The fundamental question involved was precisely that decided in the Colgate case, and, of course, the Circuit Court of Appeals was compelled to follow the ruling of the Supreme Court of the United States defined in that case. In short, the refusal-to-sell policy was held not to be violative of the Sherman Act. Further, the Court held that there was no violation of section 2 of the Clayton Act prohibiting price discrimination between purchasers. It will be recalled that counsel for Colgate & Co. intervened in the Cudahy case as amicus curiae in order to preclude the announcement of a ruling adverse to their contention in the Colgate case, filing an extensive brief.

The Circuit Court of Appeals said in the Cudahy case: The vital question is whether defendant's method of business, coupled with the acquiescence of its customers therein by observing its requests or demands to maintain prices, was such co-operation between seller and purchasers as amounted to a combination in restraint of trade within the rule laid down in Dr. Miles Medical Company v. Park & Sons Company, and other following cases. We are obliged to hold that the question has been clearly answered in the negative by the Supreme Court in United States of America v. Colgate & Company, decided June 2, 1919. The court expressly held that the announcement in advance that customers were expected to charge a price fixed by the seller and that the penalty for refusal to maintain prices would be refusal to sell to the offending customer, observance of the request to maintain prices by customers generally, and the actual enforcement of the penalty by refusal to sell to such customers as failed to maintain the price did not constitute a violation of the trust statute. Nothing more was done by the defendant and its customers in this case. Since the defendant, under the Colgate case, merely exercised the right reserved by the Clayton Act to dealers of "selecting their own customers in bona fide transactions and not in restraint of trade," the plaintiff cannot recover under its charge of unlawful discrimination in price.

These cases announce no new doctrine. The Circuit Court of Appeals merely applies the rule laid down by the Supreme Court in the Colgate case. Since our highest Court has unanimously decided that the refusal-to-sell policy is not violative of the Sherman Act, it follows that neither Frey nor anyone else can predicate an action for damages upon the Sherman Act by reason of the effecting of such policy.

Sugar Stringency Moderating

Supplies of Raw More Plentiful and All Refineries Are Now Operating—Refined Stocks Moving Steadily and in Increasing Volume

THE sugar situation is taking on a materially improved appearance. There are now four ships capable of handling some 22,000 bags per trip regularly engaged in the transport of sugar, and there is of course the regular movement of sugar on other bottoms, so that supplies are arriving in better quantity than for some time past. All the refineries are now in operation, and supplies are beginning to come forward, so that within another week there should be a very marked improvement, and within a few weeks matters should have returned practically to normal.

There are heavy purchases of Cuban raws reported, with a premium being paid for December shipment. The December shipment price is 6.75 f.o.b. Cuba. Quotations for later delivery are somewhat easier, being 6.55 for January and 6.50 January to March.

New crop San Domingos will soon be available, and Canadian refiners are purchasing heavily from that source. Purchases of 15,000 tons have been recorded at figures ranging from 6.75 to 6.77½ c.i.f. New York for January to March shipment. Paying these prices the refineries are finding difficulty in maintaining the 11c limit set by the Board of Commerce, and it is understood that representations have been made to Ottawa urging the need of the enlargement of this price. This week the Canada Sugar Refineries advanced its price on a level with the other refineries, leaving the Acadia Company as the only refinery still maintaining the lower price, so that practically all the refineries are now selling at the maximum price.

Soldiers' Return Increases Trade

W. J. Parks, 473 Bloor St. W., Toronto, Says His Meat Business This Summer is Half as Much Again as a Year Ago

W. J. PARKS, 473 Bloor West, Toronto, who conducts a joint grocery and meat store, told CANADIAN GROCER that the business in the meat department will show an increase of more than half as much again as was done last summer. The advance, he states, is due to the fact that the war is over and the men have returned to their homes. It was the case, he said, with a good many customers, that, where the young man of the family were away fighting there was a very marked reduction in the amount of meat consumed. Now that they are back, buying has increased, as Mr. Parks states the average man consumes a big portion of meat, and this fact is borne out by the sales. He cited the instance of one family, comprising the father and mother, and two sons recently back from overseas. Their account is a large one each month, and of course is double what it was in the last couple of years of the war. In spite of the extremely hot summer, Mr. Parks states that he has experienced a very heavy demand for meats. He has made a specialty of cooked meats this summer by endeavoring to always have on hand a fine assortment, and has tried to meet the needs of his customers in this direction. Cooked meats, too, will show an increase considerably in excess of a year ago.

Mr. Parks states that his customers in the meat store are not always customers in the grocery department, although, he says, it is very often the case, that the one brings business to the other. The two departments have separate entrances from Bloor street, and are entered inside, by a swing door. The cashier's quarters are so situated as to serve both stores. Here is noticed the value of display. Persons coming forward to pay their meat checks are attracted by something in the grocery store, and very often are tempted to buy where they otherwise would not have done so.

PRICE OF SOY BEANS INCREASES IN MANCHURIA

The "Manchurian Daily News," Dairen, for May 28, 1919, stated that owing to large exports to Europe, the price of soy beans advanced 33 1-3 per cent. from May 15 to May 27. The beans are being sent mainly to Italy and Germany, 44,800,000 pounds having been contracted for.

This rise in the price has affected the price of soy-bean oil, of which the United States imported 336,824,646 pounds, valued at $32,827,460 during the fiscal year ended June 30, 1918.

Coffee a Good Buy at Present

New York Coffee Market Has No Bearing on Prices in Canada and Does Not Indicate World Conditions in the Product —Some Information Regarding These Conditions

THE featuring of the quotations of the New York coffee market has given the trade in some instances a wrong conception of the coffee situation. There has, of recent date, been a considerable excitement on this market, and some sharp declines were noted in spot stocks. Many retailers reading these reports expected at once to buy their coffee cheaper, and when they failed to do so, felt that someone was treating them unfairly. As a matter of fact, the New York coffee market has practically no bearing on the price of coffee in Canada for the simple reason that coffee bought in New York would have to pay a 10 per cent. duty, that is not required on coffee direct from countries of production. Therefore, coffee is not purchased on the New York spot market, and could not possibly be so purchased until this market should make far more spectacular declines than has been the case in the past. This is not a probability, however, and so it is readily seen that any idea of price that is based on the New York market, must of necessity be incorrect.

Sterling Exchange Influences Price

A rather surprising condition has arisen in this market of late that has in a measure been responsible for the unusual interest in the New York Coffee Exchange quotations, this is the fact that in certain instances the New York price of certain coffees was lower than the price at point of production. The reason for this is, of course, the present unusual state of sterling exchange. Coffee is purchased on British credits, and the American buyer can buy sterling exchange at 4.32 instead of the normal 4.86, as a result there is a very material saving to the purchaser, which makes it possible to sell coffee in New York cheaper than it is sold in Brazil. An interesting illustration of the way this variation in exchange affects the price of coffee might be given in the following table of costs:

Coffee Per Cwt.

$28.25	C and F Brazil
.28.25	Letter of credit
.28.25	Loss in weight
.15	Marine insurance
.38	Freight from New York
3.00	Duty
.05	Miscellaneous expenses
$32.39½	

This coffee, therefore, cost $32.39½ on a basis of $4.86 for sterling.

But with sterling quoted at 4.32 there is a saving of $2.81, which makes the cost of coffee $29.58.

This illustration suggests the important part that is played by sterling exchange in the price of coffee. Were it not that sterling is selling at an abnormally low figure, there would be a materially higher price for coffee, and with a return to more normal conditions there will, should other conditions remain equal, prices will unquestionably advance.

At the present time it is fairly generally conceded there is a good opportunity in buying coffee, while there may be no sharp advance the buyer is assured of a steady market for about three months at least.

At the present time there is no very heavy surplus of coffee stocks. Brazil coffee production was cut 40 per cent. by frosts, a condition that will be influential in governing prices for some time to come.

Brazilian Planters Sit Tight

There are other conditions, too, that will influence the market. Among these is the fact that the Brazilian coffee planter has become financially able to carry his crop till a market opens. They know that Brazil governs the world markets for coffee. Columbia had a good crop, and offered it at so reasonable a price that it was immediately bought up by growers, this in view of the fact that Mexican and Venezuelan coffee is largely held by German interests. left Brazil master of the situation. It is true that the Brazilian Government still has some 3,000,000 bags of coffee of former years' crop. But this was carefully selected, and is consequently better than anything produced since the frost, and consequently they will hold for a high price. There is, therefore, no unloading to be feared, and with the grower holding for high prices, prices cannot well be lower for some time. Moreover, it is always to be remembered that the New York fluctuations, due to the manipulation of investors, can have no real effect on the market, and certainly not on the Canadian market.

Encouraging Trade With South Africa

W. J. Egan, Canadian Trade Commissioner, Speaks of the Need of the South African Markets and the Best Methods to Use in Introducing Canadian Goods

Toronto, Sept. 27.—(Special.)—W. J. Egan, Canadian Government Trade Commission to South Africa, is in Canada supplying information to firms interested in export trade to South Africa.

Mr. Egan stated to CANADIAN GROCER that our trade with South Africa has been rapidly developing since 1913. At that time there were only 14 Canadian firms represented there. To-day there are 238. Our export trade has developed from one and a half millions worth of goods to nine millions seven hundred and four thousand dollars' worth.

"Among Canadian manufactured products that find a good market in South Africa are flour, cereal, cheese, bacon and hams, canned fruits and vegetables and apples," said Mr. Egan. "We would like to see more Canadian bacon and hams and hope the trade in these lines will expand in the near future.

"Prior to 1913 Canadian cheese used to come to us by way of England. Now it is coming direct, also Canadian apples. In fact the cold storage space on vessels leaving Canada is now entirely taken by Canadian products.

"There is not much wheat grown in South Africa," he stated, "so that there is a good market there for flour. Corn is the big crop. Flour sent there from Canada should contain as little moisture as possible, as it has to cross the equator and moisture has a tendency to spoil it. Cereal products, such as rolled oats, are received in packages and are big sellers."

How to Introduce Products

Mr. Egan was asked how Canadian manufacturers could introduce their products in the South African market. His reply was that the best method was to send out their own agents to study the situation carefully and appoint their own agents. This would mean there would be someone at the home factory who had a knowledge of the situation in South Africa and business could be done on a more intelligent and direct basis.

His department, of course, was always willing to supply any information desired, but he emphasized the point that manufacturers in writing him should give detailed information about the products they make, size of the package, probable price, character of the contents and any information they would give buyers if they were there personally. He said that some firms simply wrote to find out what would be the possibilities for their goods on the South African market. This was a question very difficult for him to answer with any degree of intelligence.

With special reference to the bacon and ham market he believed that Canadian firms should finish their bacon and ham in Canada to suit the South African trade and not send them in a semi-cured state, as is done in trading with England.

Care in Shipping Essential

Mr. Egan urged great care in shipping. The shipping department should

be so thoroughly efficient that the overseas client will always remember the arrival of the goods in good appearance. This tends to create confidence and develop export trade.

Other Canadian products that have been shipped to South Africa within the last year or so include baking powder, pearl barley, beans and peas, biscuits, brooms, butter, chocolates, confectionery corn starch, fish of different kinds, jams and jellies, lard, condensed and powdered milk, paper bags, potatoes, poultry food, refrigerators, sausage casings, sauces, soap, sugar, syrup and vermicelli.

TO DEAL WITH OVERSEAS DOMINIONS

British Company Organized to Develop Trade With Overseas Markets

London, England, (Special).—The organization is announced here of Adams, Montgomery & Co., Ltd., general merchants and agents, importers and exporters. This is a private company with a registered capital of $100,000. Its object includes the representation in various overseas markets of British and Colonial manufacturers, merchants and exporters and to undertake the representation in Great Britain of Colonial manufacturers, exporters, etc., and to carry on generally the business of exporters and importers, merchants and mercantile commission agents. The firm propose to establish branches in Gibraltar, Malta, Egypt, India, Ceylon, and possibly British East Africa and other markets, each with a selling organization.

R. G. Adams is the managing director. Mr. Adams was for some twenty years export manager for Richard Dickeson & Co., Ltd., and is known personally to many in the trade in Canada. He has had considerable experience in the export trade with the colonies and foreign markets. He was transferred by that company to the Navy and Army Canteen Board to act as manager of the Foreign and Shipping branch, which position he has resigned to become the managing director of Adams, Montgomery & Co., Limited.

DOES MONTREAL LOSE HALF A MILLION THROUGH SHOPLIFTING?

That the merchants of Montreal lose between $300,000 and $600,000 per annum through "light-fingered gentry" operations was the astounding statement made at the meeting of the Montreal Publicity Association luncheon, held on Friday last at Freeman's Hotel.

In the course of Mr. Fitzgerald's remarks (Mr. Fitzgerald is manager of the Merchants' Association of Montreal) he stated that there was much difficulty in tracing thefts owing to the fact that there was little or no concerted action, the thieving being done by individuals of their own volition. The thieving is done, it was stated, by all classes of women.

Are Merchants to Blame?

The speaker believed that merchants were often so careless and negligent in the matter of display that they invited weak individuals to take articles from their stores. Careless displaying of valuable goods is, to-day, hardly excusable.

Another important observation made by the speaker was that many thieves had been detected, one sleuth having apprehended 800 shoplifters.

MODERATE PRICED SARDINES COMING

Reports received from Norway indicate that there will be some grades of high class Norwegian sardines that will yet be capable of selling to the public at a reasonable figure. There are some stocks of first quality sardines about to arrive on the Canadian market, but some of the canneries in Norway have packed none to date, and though the fishing of the late fall may provide some, there is little likelihood that any further stocks will be available for Canada. Indeed, at the prices quoted there would only be a comparatively limited sale in any event.

However, it is learned that there will be an adequate supply of other fine grades of Norwegian sardines that will be available at such a figure that it will be possible to sell them at somewhere around 25 cents a tin.

As the better known imported sardines are retailing at somewhere about 5 cents a tin, it is expected that there will be a good market for these more modestly priced goods.

WHAT FOOD SHOULD COST TO-DAY

The Fair Price List Issued by the Federal Food Administrator

The United States Federal Food Administrator has issued the following schedule of prices. It will make an interesting comparison with Canadian prices:

Article. Kind and Grade.	Wholesale Price Cts. per lb.	Max. Margin Cts. per lb.	Maximum Fair Price Cts. per lb.
Beans—Lima	12 to 13½	3	15 to 16½
Beans—Pea or medium	8¾ to 9¾	3	11¾ to 12¾
Beans—Small white	8¾ to 9½	3	15 to 16½
Bread—Factory wrapped, 16 oz.	8½	1	9½
Bread—Store wrapped, 16 oz.	8	1	9
Butter—Fresh creamery, table	52½ to 57	6	58½ to 63
Butter—Fresh creamery, cooking	50 to 52	6	56 to 58
Cheese—American	33½ to 34½	7	40½ to 41½
Corn—Canned, No. 2*	11 2-3 to 13 1-3	3½	15 1-6 to 16 5-6
Cornmeal—Yellow, granulated	4⅞ to 5½	1½	6¾ to 7
Eggs—Fresh, select candled†	60 to 62	7	67 to 69
Eggs—Cold storage, candled†	.... to	7	.... to ....
Flour—Wheat	5 4-5 to 7 1-10	1	6 4-5 to 8 1-10
Lard	32¼ to 33⅛	6	38⅛ to 39⅛
Milk—Evaporated,‡ 6 oz.*	6 3-5 to 6¾	2	8 3-5 to 8¾
Milk—Evaporated,‡ 16 oz.*	14 to 14 3-5	2½	16½ to 17 1-10
Oats—Rolled, in bulk	5 3-10 to 6	1½	6 9-10 to 7½
Onions	2 to 2¾	1½	3½ to 4½
Peas—Canned, No. 2*	12½ to 12¾	3½	15⅜ to 16
Potatoes—Long Island	2¾ to 3½	1	3¾ to 4½
Rice—in bulk	11½ to 15½	2	16½ to 17½
Salmon—Canned, No. 1 Alaska*	17½ to 17 11-12	4½	22 to 22 5-12
Sugar—Granulated	9½	1	10½
Tomatoes—Canned, No. 2*	10 5-12 to 12½	3	13 5-12 to 15½

*Per can. †Per dozen. ‡Unsweetened.

These are maximum prices—any dealer may sell for less—and are based upon the "cash-and-carry" plan. They do not include the cost of delivery.

The Fair Price Committee advises cutting out this list and taking it along for reference when shopping.

MEATS

Article. Kind and Grade.	Wholesale Price Cts. per lb.	Max. Margin Cts. per lb.	Maximum Fair Price Cts. per lb.
Beef—Chucks, good and medium	10 to 14	..	.... to ....
Chuck steak	.... to	13	23 to 27
Whole cross rib	.... to	20	30 to 34
Cut cross rib	.... to	24	34 to 38
Stew	.... to	13	23 to 27
Beef—Hinds and ribs (good and medium)	23 to 27	..	.... to ....
Sirloin steak	.... to	17	40 to 44
Bottom round	.... to	19	42 to 46
Rib prime roast	.... to	18	41 to 45
Whole top sirloin	.... to	15	38 to 42
Cut top sirloin	.... to	19	42 to 46
Lamb	22 to 24	..	.... to ....
Leg	.... to	14	36 to 38
Rib chops	.... to	14	36 to 38
Stew (under cost)	.... to	4	18 to 20
Chucks	.... to	3	25 to 27
Pork—Smoked hams (unwrapped), 8-18 lbs.	37 to 40	8	45 to 48
Shoulders (picnics), 2½-7 lbs.	26 to 27	7	33 to 34
Smoked bacon (unwrapped)	40 to 42	13	53 to 55
Loins (Western light)	37	..	.... to ....
Chops (end)	.... to	8	45
Chops (middle)	.... to	12	49

The prices quoted on meats are "Western dressed" and are based upon the United States Department of Agriculture reports. City dressed meats are slightly higher.

The master butchers of the city have agreed to show their wholesale bills upon request.

Personal purchasing rather than ordering by telephone is urged.

Some Dainty Show Cards

Many Firms Use the Small Neatly-Lettered Show Cards for Both Store and Window Displays—They May Be Easily Kept Seasonable and Changed Quickly.

By R. T. D. EDWARDS

THE show card writer, whether he is a window trimmer or not, can do a great deal in encouraging the trimming of better merchandise displays by making show cards of such a dainty nature as to compel the trimmer to make better displays in order to be in keeping with the cards. In fact, better card writing in the interior, as well as the windows, encourages the better displaying of the merchandise on the counters.

It works vice versa also. If the cards are inclined to be poorly made the window trimmer can make his displays show up the poor show card so that it is absolutely necessary for better show cards to be made.

Use Small Cards

The modern method of display demands smal cards. Groceries can be displayed in a very neat and attractive manner in windows with small suitably worded cards such as are illustrated. The small cards may be used in a prominent position in the display so that they may be easily read by the customer.

When you look at it in a commonsense way it stands to reason that the small card is better than a larger one. The smaller card takes up less room in the display, therefore, you have more room to show the merchandise.

Is Easily Read

The smaller card, when lettered neatly, can be as easily read when close up as the large card. Clerks never shout at the customer, so why should a heavily printed large card be used in a good display?

The small show card was first introduced by the department stores on this continent, and have become quite the rule. In fact, large cards for good displays are uncommon and are often looked upon as more or less cheap.

The large stores select a rather small card with a design suitable for the season of the year it is to be used, and carry that card all through their windows. Then when a change to another variety is made, it is all done in a day. Uniformity is the idea and so it can be done in either hardware, grocery, dry goods or men's wear stores just the same. The small card has a great advantage over the larger one because it can be carried out in the windows and interior of the store very quickly on account of so few cards being required.

Are Very Attractive

The examples of small cards illustrated on this page are exceptionally good ones. They are very attractive in design and the colorings are of fall hues.

Both designs are of a conventional order and are illustrative of Fall flowers. The shades used are red, orange, light brown, blue and white, all in opaque colors. These are only a few of the combinations that may be used to produce effective results.

The colors may be changed around so that you get a variety of effects, but still have the same design.

If many cards of one design are desired, make an outline drawing in pencil on a piece of tough paper first. This may be used with the aid of tracing paper to draw as many as desired very quickly.

The placing of the opaque colors is a simple matter after the layout is marked out.

Try these designs for your Fall store and show cards.

N.B. FISHERMEN GIVE UP TAKING SARDINE HERRING

"A large number of New Brunswick fishermen are dismantling their weirs, though there have not been such enormous schools of sardine herring for many years," said A. O. H. Wilson, of the Dominion Fisheries Department, who has just returned from a trip to Grand Manan.

"The fishermen are only being offered $4.50, or less, for a hogshead of sardine herring, where last year they were getting $25.00," added Mr. Wilson. "At present prices they don't consider it is worth while, and the packers are not offering them any encouragement to keep their weirs in operation."

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

JOHN BAYNE MACLEAN - - - - - - President
H. T. HUNTER - - - - - - - Vice-President.
H. V. TYRRELL - - - - - - - General Manager

THE MACLEAN PUBLISHING COMPANY, LIMITED

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, Power House, Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, Canadian Motor, Tractor and Implement Trade Journal.

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UNITED STATES—New York, Mrs. E. C. Gibb, Room 620, 111 Broadway, New York; Telephone 8971 Rector. Chicago—Room 1401, Lytton Bldg., 14 E. Jackson St.; Telephone Harrison 9133. Boston—C. L. Morton, Room 734, Old South Bldg.; Telephone Main 1024.

GREAT BRITAIN—London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director. Telephone Central 12960. Cable Address, Atabek, London, England.

SUBSCRIPTION—Canada, $3.00 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, $3.50 a year; other countries, $4.00 a year. Single copies, 10c, invariably in advance.

PUBLISHED EVERY FRIDAY

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation. Copy of report will be sent to anyone interested.

VOL. XXXIII. TORONTO, SEPT. 26, 1919 No. 39

THE FIRST MAN BEHIND THE GOODS

A GREATER appreciation on the part of the retailer is daily being shown in the value of trade-marked goods. Back of the goods must first come the retailer, for he is directly in touch with the user, so it is right that the buyer be discerning in the goods he secures to be handed over the counter to the customer. Trade-marked goods, then, which carry the manufacturer's name and guarantee, are assets to the retail merchant. True it is that sometimes cheaper merchandise is procurable, but the retail merchant will probably lose in one sale of goods that are unsatisfactory a customer whose purchases will offset the little difference in his buying cost many times over.

FOOL FOOD HYSTERIA

THE *Produce News* of New York says, forcibly, that many people are now thinking—that legislative action is a poor way to change prices.

"This fool food hysteria," it says, "will pass in due course. In the meantime there is nothing to be gained by excitement. So long as the people have the price they will buy what they want when they want it.

"Seizures of foods and laws to regulate prices will never succeed in reducing the cost of living. Excessive production, with the law of supply and demand unhampered, are the things which will bring food prices back to normal."

THE PEAK OF PRICES REACHED

HERBERT HOOVER, former United States Food Administrator, and one of the best posted men in the world on food supplies, states that the present high cost of living has reached its peak and will shortly give way to an era of lower prices. The men who are conversant with world conditions are all a unit in stating that world conditions will induce declines to within normal levels. Unfortunately the public has not been willing to wait and the popular clamor has led to a number of cure-all schemes, the most radical of which is the arbitrary setting of prices. This may achieve the end by forceful means, but it will leave a scar that will be difficult to eradicate. The orderly operations of commerce may be slow, but they are sure and sound.

MR. O'CONNOR TREES A BEAR

MR. O'CONNOR, when he made his pronouncement that the price of milk should not be increased by the Toronto Milk Producers' Association, probably thought that his action would be greeted with the same loud pæans of praise that had greeted other moves of this kind. He thought he had treed an opossum that would be satisfied to be treed and would do its best to keep out of sight, but lo and behold, he finds that he has treed a bear, and that the bear is showing every indication of coming down to rend him!

It's all very well to chivvy the refiners and the packers and such like. In the present state of public opinion they are fair game. But when it comes to attacking the farmer it's another matter. It certainly looks as though "that man O'Connor" is going to have it out with the bear.

HELP BUSINESS AND THE VICTORY LOAN

THE Victory Loan Campaign of 1919 will soon be in full swing, and it will need the united effort of every loyal citizen to bring it to a successful conclusion. It may be that some will think, that now the war is won, there can be a slackening in the enthusiasm that have made former loans a success. In such a feeling lies a great element of danger. It is no small task to raise sums running into the hundreds of millions, it is a still harder task to raise them in the wake of other heavy loans, but it must be done, and everyone must do his share to see that it is accomplished. Just as much as ever is this an imperative duty. It is a duty we owe to our country and ourselves. Should this loan prove a failure it would undoubtedly bring about a period of hard times that would be trying to everyone. With the loan a success there should be no question of the unbounded prosperity of this country. Money is needed to keep the wheels of commerce turning, to help finance the great natural resources of this coun-

try, to build up a more far-reaching prosperity than we have yet known.

In fostering an interest in this loan the merchant is doing himself a real and tangible service. He is the first to profit by good times, and the first to suffer from bad. In a great measure, he can by helping make this campaign a success protect himself against the dangers of hard-time years.

ARGUING WITHOUT KNOWLEDGE

WHEN will the general public get over that childish idea that the producer is in the habit of destroying large quantities of his product in order to maintain the price of the balance. The Quebec *Telegraph* in an editorial of recent date headed "A Black Crime," after pointing out that "for years the *Telegraph* has been endeavoring to rouse the people and the authorities to the enormous waste of foodstuffs, deliberately conceived and executed, which was going on in this country, at the instance of the food monopolists who control the supply in order to maintain the prices at the most profitable margin for themselves," goes on as follows:

"Now we have a new proof of the justice of our position. Here is the deliberate waste of food in Montreal for the last eight months:

Meat	215,667 lbs.
Fowl	884 lbs.
Fish	60,076 lbs.
Fruit	1,146 lbs.
Vegetables	3,323 lbs."

Now that may look like proof to the *Telegraph*, because apparently the brains of the *Telegraph* do not disturb themselves by attempting to find a reason for this waste. They merely jump at once to the conclusion that somebody did it with malice aforethought. Yet it might seem easy to consider that the fish used in Montreal is in many instances shipped from the Pacific Coast and must of necessity be 8 to 10 days en route with all the possibilities of deterioration that are inherent in a highly perishable commodity. That fruits and vegetables are imported from tropical countries, and leaving those countries may have to pass through temperatures far below zero, that they are under great danger of spoilage through overheating, through frost or other dangers of transportation. There are many sound reasons to account for the conditions presented by the *Telegraph*, but wishing to make a case to bolster up a very weak argument of its own it at once states that somebody destroyed these goods for their own nefarious ends. Surely, if the daily newspapers cannot give big business credit for common honesty, they should at least give them credit for using common sense, and no man in his right senses destroys goods to maintain a market.

READ OTHER FIRM'S ADS.

EVERY man who is in business should advertise and every man who advertises should make it his business to read as many of the ads. of other firms as possible. He will be surprised how many good suggestions he will obtain which he may adopt with profit in arranging his own copy. Some of the larger firms, the department stores especially, have their copy prepared by men whose salaries run into large figures. It is their business to produce ads. which will sell goods and that they do their work well is shown by the turnover of these firms. An advertisement to be effective need not cover a whole page and quantities of display type. It is more what is said and the way it is said that counts. Grocery merchants and others by comparing their own advertisements with those of others can obtain extremely valuable suggestions. By a little study and attention they can apply the principles that high-salaried advertising writers apply in the advertising copy of the firm they work for. They can take all that is good in their work and adapt it to their own needs. In doing this will get a much broader outlook on the possibilities of advertising and will also find it a most interesting occupation. Very often he will find also that he will be constantly increasing his own knowledge about the goods he handles and that there are any number of points which he never thought of which are real talking points in selling. These can be used not alone in the advertisement, but over the counter and in the store. The more any dealer knows about his goods the better he will be able to see.

Editorials You Should Read

THE IMPORTANCE OF PROFITS

PRESIDENT Wilson bitterly denounced profiteers, yet it remains to be proven that "profiteering" has been a factor of first magnitude in lifting the cost of living. The Canner is quite confident that it has not, so far as food manufacturers are concerned. The public must be impressed that profiteers are as numerous as the sands of the sea, but we don't imagine that very many (among food manufacturers) will be convicted, because we don't imagine very many profiteers exist among them, or among the wholesale grocers.

It is true that the people, as the President said, are paying very high prices for everything, but the responsibility lies in conditions which are the direct consequence of the war. Surely the President knows that the enormous destruction caused by the war, the currency inflation, the high taxes, high transportation charge which threatens to become higher, the expanding demand, the unexampled spending, the supply-exhausting exporting, and the high basic cost of production of food and of everything else are the chief causes of the high prices the consumer is paying to-day.—*The Canner*, Chicago.

The Right Way to Compute Margins

Question Will Recur Until a Business Man Publishes a Business Arithmetic

By HENRY JOHNSON, Jr.

"HOW shall we figure profits?" is brought up in almost every meeting of retailers despite the writing and oral exposition that has been continuous, to my knowledge, for nearly twenty years. This condition of persistent ignorance of the most fundamental law of business is due to the absence of business rules in school arithmetic. This ignorance will continue so long as the schools turn out pupils schooled in the idea that "the investment," in other words, the invoice cost, is the basis of all computation. I live in hope that somebody will some day awaken to the crying need for a section devoted to business "figuring" in common school arithmetics and will insert one. If he should happen to forget scholasticism for a time and make that section human, so much the better!

Meantime, I must do what I can; and when, in open meeting of a convention, I hear delegates state that they make "an average of forty per cent." or "twenty-five per cent. net" in the general store business, I know it is time to teach again. So let us lay down the rules.

The right way to figure margins is on the selling price, not the cost. Why? There are any number of reasons, but one is enough: because expenses always are figured on the sale. You cannot have two bases without inviting disaster.

Process of Margin-Computation

When you know what your goods cost and what they sell for, how can you ascertain the margin? Answer: By dividing the difference between the cost and sale price by the sale price.

Example: Cost of the article $1.50. Manufacturer's advertised price, $1.80. What is the margin? The difference between cost and price is 30c, so divide that by 180, thus:

```
      16.6
     ----
18)30
   18
   --
  120
  108
  ---
  120
  108
  ---
   12
```

It is plain that you can continue running that column down indefinitely. So the answer plainly is 16 2-3 per cent; and, since the cost of running a grocery store is 16 2-3 per cent of the average it is equally plain that this margin only covers the average expense, leaving no profit whatever over the average expense.

What gross margin do you desire to make? Suppose it is 20 per cent., the old process, learned in school, will enable you to ascertain what is 20 per cent. of $1.80; but at a glance, we know it is 1-5. So divide 180 by 5 and you have 36. Deduct 36 from $1.80 and you will find that you cannot pay more than $1.44 for anything to sell at $1.80 and make 20 per cent. You cannot pay $1.45, because that only leaves 35c. What margin is 35c on a sale of $1.80? Do it again, this way:

```
     19.44
    -----
18)35
   18
   --
  170
  162
  ---
   80
   72
   --
   80
   72
   --
```

Again, it is plain that you can continue indefinitely, so we see the margin is 19.44 per cent. plus, not even 19½ per cent.

What have we learned now? We have learned that, to make 20 per cent., we cannot pay more than $1.44—delivered in our place of business ready to sell—for anything on which the price is limited to $1.80.

You can apply that rule to any set of figures, and, if you carry out the ordinary rules of computation correctly, you cannot fail to learn exactly what margin there is in any given case.

How to Ascertain the Correct Price

Again, when you know the cost of an article and went to fix the right price: Deduct from 100 the margin you desire and divide the cost by the remainder.

Example: Article cost $1.70; margin desired, 32 per cent. Deduct 32 from 100, leaving 68, and divide 170 by 68, thus:

```
     25
    ---
68)170
   136
   ---
   340
   340
   ---
```

Plainly, that article must sell for $2.50 to realize 32 per cent. Thus, if this is a dozen extra canned peas, the price must be 21 cents the can. That will give you $2.52 in single lots, or you can make them 22c, $2.50 the dozen, and know you are working on safe lines.

Plainly, too, if this happens to be a stove which costs $17.00, the price must be $25.00, or you will not realize 32 per cent.; and if it is a gang plow or tedder or some other large bit of machinery, which costs $170.00, it must bring $250.00 or you will not make 32 per cent.

Note, finally, that the 16 2-3 per cent. expense of the grocer is lower than the expense of any other retailer—so far as I know. Hence, if you are a dealer in other lines those lines must pay more than groceries or you will not make any money. If you figure everything on the same inadequate margin that so many grocers employ by such slipshod methods of loose computation, you will not even make expenses, and will go broke!

Proof of Correct Computation

How can we be sure that $2.50 is the price which will yield 32 per cent. on a cost of $1.70? We can prove it by the process first indicated, thus:

```
     32
    ---
25)80
   75
   --
   50
   50
   --
```

That is, taking the difference between $1.70 and $2.50, which is 80, we divide the 80 by 250 (25 without the cipher) and find that we have 32 per cent.

Careful study and use of these formulaes will guide you right. They will always guide you right, because what is true once is true always. If 2 plus 2 equals 4, any combination of similar relative values will produce similar relative results. If the process of finding 32 per cent. margin is correct as given above, the same process will enable you to find any other margin. For instance, a man bought a shirt waist for 95c and sold it for $4.95, what margin did he make? Immediately, you will exclaim: "About 400 per cent." But that is not so. He made 80.80 per cent. plus—a trifle less than 81 per cent. For here the difference between the cost and price was $4.00, so we divide the 400 by 495, thus:

```
     80.80
    -----
495)4000
   3960
   ----
   4000
   3960
   ----
    400
```

(Continued on page 34)

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

Maritime

Thomas Bell, Southport, P.E.I., has sold his store to Allan Burke, who will continue the business.

S. V. Prime's house, grocery store and barn, at Westfield, were completely destroyed by fire recently. The fire, of unknown origin, was discovered about ten o'clock in the morning, and by two o'clock all the buildings had been burned to the ground. There was $900 insurance on the stock and $300 on the building.

Quebec

The Pebus store, Knowlton, has dissolved partnership.

Francois Morand, grocer, Matane, has suffered loss by fire.

Pierre Julien, general merchant, St. Catherine, Que., is dead.

Gordon L. Player, grocer, London, has been succeeded by C. E. Walters.

Jos. Emond, of Quebec City, was in Montreal on a business trip.

A. A. Boulias, of St. John's, Quebec, called on the Montreal trade last week.

W. C. Pettee, of Grandall, Pettee & Co., New York, was a Montreal visitor last week.

W. H. Halford, of the Meiji Trading Co., Ltd., Montreal, has been in Winnipeg on a business trip.

J. S. Meyers, of the Peerless Cereal Mills, Ltd., Woodstock, Ont., was in Montreal last week.

Thomas Langlais, grocer, Riviere du Loup Station, Que., has sold his business to L. H. Lavasseur, Ltd.

Mr. Bell, of Bell-King, Ltd., Montreal, is a visitor this week to Ontario, where he will inspect apple prospects.

Amedu Lacroix has been registered in the grocery business under the firm name Lacroix & Gaudreau.

Jos. E. Legendre and Lionel David have been registered in the grocery business under the firm name Legendre & David.

Fabien Giroux, wholesale cattle dealer, and for many years in business at the west and east-end markets, passed away at his residence, 256 Lafontaine Park, Montreal, recently, after but a few hours' illness.

Ontario

John Scadding, grocer, Toronto, has sold out.

Mrs. W. L. Waddell, grocer, Windsor, Ont., has suffered a small loss by fire.

Jas. Bell, of Bell Bros., grocer, of Matawa, is dead.

Dubensky Bros., groceries and meats, Ford, Ont., have sold to L. and A. Rosenburg.

L. O. Pearson, retail grocer, St. Thomas, Ont., was a visitor at the Toronto office of CANADIAN GROCER during the week.

Neville & Enright, grocers, Douglas, Ont., have been succeeded by Michael Neville.

The Ormerod Meat Co., groceries and meats, Toronto, Ont., have sold to H. Emmerson.

Frank A. Halstead of Port Huron, has purchased the Stevenson boiler works, Petrolia, and will remodel it for the manufacture of soaps and greases. The concern will employ 25 to 40 people.

An attempt was made recently to burglarize W. E. Baker's grocery. Two youths about 15 years of age were noticed trying to gain entrance at the rear of the store. They succeeded in escaping before the constable arrived.

A powdered milk factory will locate in St. Thomas, according to an announcement by the Board of Trade of that city. Contracts calling for delivery of 200,000 pounds of milk have been signed, and a production of 25,000 pounds of powdered milk will be the initial capacity of the plant. The points of shipment will be between Simcoe, in Norfolk county, on the east, and Windsor on the west.

Robert B. Cromarty, Toronto, died after a short illness in the General Hospital recently. Mr. Cromarty was a native of the Orkney Isands and came to Canada some thirty years ago. He was for many years associated with the MacLaren Imperial Cheese Company, Limited, Front street, Toronto.

The Caledonia Evaporating Co.'s plant at Caledonia was completely destroyed by fire recently. The loss is estimated at $5,000. It is not known how the fire originated. The flames had gained great headway before being discovered, and despite the efforts of the firemen the building was completely gutted. All equipment was also lost.

J. T. Brill, who died recently in the General Hospital, Guelph, Ont., was one of that city's oldest inhabitants, having spent almost 60 years in the city. Mr. Brill was one of the best known of Guelph's citizens. For many years he was in the produce business with the late Jackson & Hallett, who conducted an extensive export business. Two sons survive, George Brill, of Cleveland, and H. R. Brill, of Teeswater.

S. E. Anglin has been appointed assistant sales manager of the Harris Abattoir Co., Ltd., West Toronto. Mr. Anglin was formerly in charge of the shortening and oleomargarine department of this company. As assistant sales manager he succeeds Alex. Hall, who recently left to take charge of the business of Gordon, Ironsides & Fares, Packers, Ltd., at Winnipeg.

ONTARIO BUSINESS CHANGES

Robert Hausler, grocer, Welland, is selling out.

Mrs. W. L. Duncan, Niagara Falls, has sold to N. H. Whalley.

C. W. Allen, grocer, Ottawa, has sold to W. J. Kealey.

J. B. Paisley, grocer, Toronto, has sold to E. A. Fobert.

J. Sayer has opened a grocery business in Ottawa.

D. Henry, groceries and meats, Hamilton, has sold out.

W. J. Powell, grocer, Goderich, has sold to O. E. Webb.

Mrs. Pilgrim, grocer, Toronto, has sold to H. E. James.

Louis Rossman, grocer, Toronto, has sold to N. Stein.

I. B. Marshall, grocer, Toronto, is retiring from business.

F. Martin, grocer, Ottawa, has been succeeded by Jas. Boyd.

John Hall, general merchant, Nairn Centre, has sold to R. B. Hall.

E. & D. Smith, Toronto, have been succeeded by J. Johnson.

Robert Higgins, general merchant, Crewe, has sold to Isaac Gauley.

The estate of L. F. Frair, grocer, Ottawa, has been succeeded by A. H. Mulligan.

Geo. Asselstine, general merchant, Charlemont, is advertising his business for sale.

Two grocery businesses in town of Kincardine, Ont., have changed hands recently. H. Anning has sold his store on the corner of Queen and Durham streets to Mr. Russell, and Ed. Palmer of Queen street, has sold to A. Robertson.

The J. W. Austin Co., St. Catharines, have taken over the stores formerly conducted by J. W. Austin, 299 St. Paul St., and the store of Austin & Flanders. The new company has also purchased the store owned by Roddy & Walker, Hoyes Ave. and Queenston Sts., and will conduct them on the cash and carry principle.

CANADIAN EXPORT OF EGGS

The Department of Agriculture gives out the following statement of export of eggs for five months of the current year: March, 7,620 cases; April, 8,405; May, 18,023; June, 6,495; July, 3,245.

NEW DIRECTOR FOR ST. LAWRENCE FLOUR MILLS

Joseph Quintal, the new director on the board of St. Lawrence Flour Mills Co., Montreal, is head of the local grain firm of Quintal & Lynch, is president of the Chambre de Commerce and was recently appointed the Eastern Canadian grain representative on the Government Wheat Board.

He fills the vacancy on the flour company board created by the death of Sir Rodolphe Forget.

ARE FINED FOR SHORT WEIGHT

Three Montreal firms were fined $25 and costs last week for selling bread short weight. Recently a by-law was prepared and passed requiring that the standard loaf had to weigh 24 ounces, 12 ounces, or multiples thereof. An allowance of 1 ounce on each 24 is made for drying out which may take place after the bread is baked.

Five other bakers have been brought before the Recorder recently for like offences. In addition to these, two milk dealers were quite heavily fined, one of them for selling adulterated milk, and the other for selling milk that was deficient in butter fat.

MONTREAL GROCERS WILL WELCOME SUSTAINED MILK PRICES

That the price of milk is to be retained without increase in Toronto for at least another month is of interest to Montreal grocers. Perhaps the greater number of them retail milk and some dispose of large quantities. While the consumer always has to foot the bill and pay the one or two cents more for its milk supply which is asked by the milkmen, it will be refreshing to the grocer if he can say: "Milk will cost you no more, madam, than it has all summer."

As far as Montreal is concerned there has been some agitation of late relative to a revision of milk prices upward. At this season of the year, usually, and because of the necessity of increasing the feed allowance to milch herds, farmers advance their prices. Following this the milk distributors raise theirs and the grocer must advance his. It is hoped that a stay in the usual plan of advancing prices on October 1 will be stayed for a short time at least.

STOREKEEPERS ARE FINED

Montreal is working under an early-closing by-law. Despite this, and as a result in many cases of thoughtlessness, perhaps, no fewer than thirty-two convictions were secured in the Court proceedings on one day last week. Fines were imposed, some of them only $3 and costs, while others aggregated $10 and costs.

As pointed out in these columns recently, all stores were required to close at 7 p.m., and specified evenings of the week were to be observed in this way. There are some exceptions, such as in the case of tobacco shops, drug stores, etc. It is understood that a movement is on foot to have the by-law set aside. Action was introduced last week on behalf of several complainants through their counsel, asking that the law be annulled because of the fact that it is, as before stated, discriminatory.

NEW BOVRIL PLANT FOR MONTREAL

The City of Montreal has just completed the sale to Bovril, Limited, of about 24,000 feet of land, at the corner of Park avenue and Van Horne avenue, with the understanding that the purchasers should erect on it a factory for the preparation of Bovril. It is understood that no expense will be spared in the new factory to make it conform to the most modern hygienic conditions for pure food production.

The Bovril Company has occupied its present premises at 27 St. Peter street for many years.

I. R. F. FISHER

Toronto, who will have charge of the Ontario business of Smalls Ltd., Montreal, with territory extending as far as Port Arthur.

WINNIPEG WOMEN PURPOSE TO OPERATE CO-OPERATIVE STORE

More than 100 Winnipeg housewives are perfecting plans for the opening and operation of a co-operative store about October 1st. The promoters are the members of the Consumers' Protective Association, organized last year with Mrs. S. Randal as president.

The aim is to handle all staple lines of foods, including sugar, butter, eggs, meats of all kinds, vegetables and flour. There will be no attempt to handle fuel for the present, as this would require a larger capital than will be available.

"The membership now numbers around 115. The necessary funds for launching the project it is planned to raise through the sale of shares. The idea is merely to run a straight co-operative store managed by women with nothing professional about it, and without any attempt to make dividends. The idea is simply to provide cheaper food for the homes represented in the concern."

IRON COVERED CAKES LATEST USE FOR PAINTS

Three Toronto Confectioners Fined for Using Oxide of Iron for Icing Cakes

Convicted under the adulteration of food section of the criminal code, three Toronto confectioners were fined $25 and costs each when they appeared in the Toronto Police Court. The prosecution was conducted by H. J. Dager, Dominion Food Inspector for Ontario, who proved that the accused confectioners had been using oxide of iron, a paint material of no food value, in place of chocolate, on cakes sold as chocolate iced cakes. The defendants, while admitting the use of oxide of iron, claimed that they did not know they were doing anything illegal in icing cakes with a chocolate colored paint and selling them to the public as "chocolate iced cakes."

RIGHT WAY TO COMPUTE MARGINS

(Continued from page 32)

Or, to prove the process, let us take 81 per cent. as the margin desired on the cost of 95c. Thus, we divide the 95 by 19—19 being what is left of 100 after we have deducted 81, see above. Then we find that 19 goes into 95 five times, showing that $5 will yield exactly 81 per cent. on the sale where the cost is 95c; hence, without resort to minute fractions and long processes, we find our 80.80 plus is correct.

Cannot Make One Hundred Per Cent.

Finally, when you figure on the sale price you cannot make 100 per cent. Why? Because 100 per cent. is the total of anything, and, unless your goods cost you nothing, you cannot get the total of your sale price as margin. Study that. You will "get" it after a while. Meantime, here is a table which shows margins realized on an article which costs $1. If sold for:

$ 2, the margin is 50 per cent.
3, the margin is 66 2-3 per cent.
4, the margin is 75 per cent.
5, the margin is 80 per cent.
6, the margin is 83 1-3 per cent.
7, the margin is 85.7 per cent.
8, the margin is 87½ per cent.
9, the margin is 88.88 per cent. plus
10, the margin is 90 per cent.
50, the margin is 98 per cent.
100, the margin is 99 per cent.

KINGSTON, ONT., WOMEN CONSIDER BOYCOTT

A boycott on certain foodstuffs is being considered by the Kingston Women's Council, Kingston, Ont., which will likely call a public meeting of the women of the city as soon as it has all the information required.

The women are looking for the assistance of many retail dealers.

BELLEVILLE MERCHANTS MUST SELL POTATOES BY WEIGHT

Belleville, September 15.—The City Council has passed a by-law requiring that on the market and in all groceries in the city, potatoes are to be sold by weight.

NEWS FROM WESTERN CANADA

Western

Gordon and Tait, general merchants, Edmonton, have dissolved partnership.

S. E. Hatcher, general merchant, Sawridge, Alta., has suffered loss by fire.

W. M. Hutchinson, general merchant, Anderson, Alta., has suffered loss by fire.

FRED. J. GREEN.

For many years a retail grocer of Calgary and latterly assistant manager for Tees & Persse, who will be manager of the Calgary and Edmonton branches of the reorganized firm of Oppenheimer Bros., known on this territory as Oppenheimer Bros. and Green.

The St. Ann Trading Co., general merchants, Ste. Anne des Chenes, Man., has sold to A. Lacertt.

Rae & Henry have opened a new wholesale grocery in the Galt Building, Winnipeg.

Mr. George C. Rae has had much experience in the grocery business for the past eight years with the old A. Macdonald Co. and Macdonald, Chapman, Limited, wholesale grocers, Winnipeg, having been buyer for the latter Co. since its commencement.

Mr. Thomas Henry has also been associated with the old A. Macdonald Co. and the Macdonald, Chapman, Limited, since the inception of that company as credit manager and secretary-treasurer. Mr. Henry's personal acquaintance with the retail trade throughout the West ought to bespeak for the new firm a large measure of support.

B. M. Henderson Brokerage Co., Edmonton, Alta., have been appointed agents for Alberta for "Meadowbrook" peanut butter, manufactured by A. P. Slade of Vancouver, B.C. Mr. Henderson was in Vancouver recently.

Oppenheimer & Richardson, manufacturers' agents, Winnipeg, have been appointed agents for the Western Provinces for Aromints. "Aromints" is a confection which, as pointed out in a recent issue of CANADIAN GROCER, has recently come on the Canadian market.

B. C. TRAVELLER DIES

Following an illness which had affected him since November of last year, Robert L. Phelps, one of the best known commercial travellers in Vancouver, died recently at his home at Strathcona, Kerrisdale. He was past grand councillor of the U. C. T. for British Columbia and the States of Washington and Oregon. He came originally from Virginia and had been in the employ of the Empress Manufacturing Company, Vancouver.

THE ARTICLE, AND THE PRICE, AND THE POSITIVE SUGGESTION

F. Welch, of the London Grocery, Vancouver, claims most emphatically that a window display of groceries, unless the articles are priced, is a waste of effort and space.

"You must make the window tell the whole story," says Mr. Welch. "Give the spectator sufficient information for him to sell himself. If the goods please him and the price seems reasonable your window has the chance to consummate a sale. If there is any factor lacking, your window will let the prospective purchaser drift by without making any decision at all. Just now we are using our windows largely for fruit. The crates or baskets all have the price on them. Another idea that we use successfully every season is to buy a few gross or so of fruit baskets, ornamental ones, and fill them with an assortment of seasonable fruit, dress the window with them and ticket them with a price." At the time CANADIAN GROCER was interviewing Mr. Welch, baskets of grapes and assorted fruits were displayed at $1, and they were moving very satisfactorily, mostly, as Mr. Welch pointed out, for gift purposes for the sick. The margin of profit is quite worth the trouble.

ROSS RICHARDSON.

Formerly sales manager for Tees & Persse, who will manage the Winnipeg branch of the reorganized firm of Oppenheimer Bros., which on the Winnipeg territory will be known as Oppenheimer Bros. and Richardson.

FRANK GIBBS,

Who will have charge of the Regina and Saskatoon branches of the reorganized firm of Oppenheimer Brothers. The firm on this territory will be known as Oppenheimer and Gibbs. Mr. Gibbs' headquarters will be in Regina.

NEW CANDY CO. FOR VANCOUVER

A new candy factory has just been equipped at 1200 Hamilton street, Vancouver. The company is known as the Sterling Candy Company, Limited, and J. H. Speedy, for many years connected with the candy manufacturing trade on the coast, is managing director. Though the new company has, like every other like concern, been embarrassed by the sugar shortage, they are managing to get under way with a complete range of boiled goods, bars, etc., and high grade chocolates, in halves, ones and five-pound boxes.

MOVING TO VANCOUVER

Mr. Archie Foreman, for several years local manager of the Vancouver Milling & Grain Company, Nanaimo, B.C., is about to leave the city, having been promoted to a position with the company in Vancouver.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

MARKET conditions at the present time taking the country as a whole are fairly brisk. There is a steadier tendency generally in prices, that bodes well for business.

MONTREAL—With a somewhat quieter week in jobbing circles, due in part to bad weather conditions locally, there have been fewer changes of a quotable nature.

In the way of advances two brands of coffee have gone higher, Maracaibos and Jamaicas. The market is firm. The Canada sugar refineries have advanced their prices on sugar, refined now being quoted at $10.75. Barley and oats are marked higher this week and potatoes, too, are selling on an advanced basis.

Declines have been effected for salad oil, rosin, wood alcohol, rolled oats, oatmeal and onions. There are easing tendencies on carraway seed, and a decline may be effected soon on cornmeals if the corn market continues to rule on its lower basis.

A good trade is expected from this time forward. Weather conditions have been against a big business the past week but it is hoped more seasonable conditions will now prevail.

TORONTO—Heavy arrivals of sugar during the week have done something toward relieving a very trying situation, and while the supplies have in no way met the demand it is believed that there will be a growing movement in sugar that will within a week or two re-establish normal conditions in the line. There have been comparatively few changes during the week, though in such lines as tea, coffee and spice there is a growing feeling of firmness that may in certain instances presage an advance. The market is practically bare of tapioca, and there has developed a very strong market in this commodity. Some changes are recorded in prepared chocolate and some brands of canned goods. Tobaccos show sharp advances. In produce lines there is another sharp decline in hogs that is reflected in lower prices in fresh pork and also in cured pork products. Beef remains firm for the best quality, though lighter grades are considerably easier. Lamb and mutton show some declines. Eggs are very firm, and only nominal supplies are arriving so that cold storage stocks are being called upon. Cheese is somewhat firmer owing to the confidence in renewed buying for the British Government.

WINNIPEG—The situation in regard to the sugar scarcity was materially improved during the week. While stocks are delimited there is a great improvement, and deliveries are being bettered daily so that conditions are expected soon to be normal. The trade is inclined to look askance at the high price of dried fruits, and some handlers are forecasting declines before the pack is all sold. On the other hand it is generally conceded that low prices for canned goods are not to be expected. The tea market is very firm, but Rio coffee is showing some weakness.

In produce lines there is a sharp break in live hogs and bacon, and an easier feeling in beef. Butter and eggs are in a firm position with stocks comparatively limited. There is a plentiful supply of fish arriving.

VANCOUVER—The sugar situation at the coast continues to be critical as relief supplies sent forward have not reached as far as Vancouver Island, and there are still complaints of fruit rotting because of scarcity of sugar. B.C. peaches, pears and apples are arriving on the market in good quantity and are notable for their fine quality. Potatoes are selling at $40.00 a ton. Provision lines are generally unchanged. Butter and eggs, however, show a very firm tendency that may well mean advances.

QUEBEC MARKETS

MONTREAL, Sept. 24—The state of the grocery trade is, if anything, a little quieter. The arrival of more seasonable and cooler weather will have a good effect, for there has been a great deal of excessively wet and warm weather which has militated against early fall buying. There are not so many changes as usual.

Salad Oil Declines; Rosin; Wood Alcohol

Montreal.

OIL, ROSIN, ALCOHOL.—Salad oil, Union brand, has been reduced in one quarter 30c per gallon to $3. This is for one gallon cans. The price in barrels is 25c per gallon less. Rosin is reduced in price 10c per 10 pounds to $9.75 in barrels. Wood alcohol is down 25c per gallon to $1.75.

One More Mark Up On Refined Sugar

Montreal.

SUGAR.—The only change of price made this week in the sugar list is that of an advance of 35c per cwt. for Canada Sugar Refinery make of granulated. The differentials on various soft sugars are, of course, changed accordingly. Meltings are now being carried out regularly, and there is much improve-

ment each week in the outturn, resulting in a much improved supply reaching the retailer and consumer. Improvement is still looked for.

Atlantic Sugar Company, extra granulated sugar, 10 0lbs.		11 00
Acadia Sugar Refinery, extra granulated		....
Japan	....	0 16
sugar, 100 lbs.		11 00
Canada Sugar Refinery		10 75
Dominion Sugar Co., Ltd., crystal granulated		11 00
Icing, barrels		11 20
Icing, 25-lb. boxes		11 60
Icing, 50-lb. boxes		11 40
Do., 1 lb.		....
Yellow, No. 1		10 60
Yellow, No. 2 (Golden)	10 25	10 50
Yellow, No. 3	10 15	10 40
Yellow, No. 4		10 10
Powdered, barrels		11 00
Powdered, 50s		11 30
Powdered, 25s		11 50
Cubes and Dice (asst. tea), 100-lb. boxes		11 45
Do., 50-lb. boxes		11 55
Do., 25-lb. boxes		11 65
Do., 2-lb. pack.		11 85
Paris lumps, barrels		10 55
Paris lumps (100 lbs.)		10 65
Paris lumps ('0-lb. boxes)		10 75
Paris lumps (50-lb. boxes)		10 75
Paris lumps (cartons, 5-lb.)		11 70
Do., cartons, 2-lb.)		13 50
Do. (cartons, 5-lb.)		12 75
Crystal diamonds, barrels		11 60
Crystal diamonds (boxes 100 lbs.)		11 70
Crystal diamonds (50-lb. boxes)		11 80
Crystal diamonds (25-lb. boxes)		12 00
Demarara light, per lb.		0 10

Canned Tomatoes Have Been Sellers

Montreal.

CANNED GOODS.—There is quite a movement of canned tomatoes, otherwise the sale of canned vegetables is limited, this being the season for the fresh varieties. Canned fruit, too, is enjoying a rather limited sale. New fruits are now coming to hand in canned form and of some varieties there will be ample supplies for the winter trade.

Canned Vegetables—		
Asparagus (Amer.) mammoth green, doz.	....	5 75
Asparagus, imported (2½s)	4 85	5 25
Asparagus tops (Canadian)	....	4 00
Beans, Golden Wax	1 85	2 10
Beans, Refugee	1 85	2 10
Beets, new sliced, 2-lb.	....	0 95
Corn (2s)	2 10	2 35
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 25	7 50
Spinach, 3s	....	2 85
Spinach, Can. (2s)	....	1 80
Spinach, California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Tomatoes, 1s	0 95	1 00
Tomatoes, 2s	....	1 50
Tomatoes, 2½s	....	2 10
Tomatoes, 3s	....	2 15
Tomatoes, gallons	6 00	7 02½
Pumpkin, 2½'s (doz.)	....	1 10
Pumpkins, gallons (doz.)	....	3 25
Peas, Standards	1 85	1 90
Peas, early June	1 92½	1 97½
Peas, extra fine, 2s	....	3 00
Do., fancy, 20 oz.	....	1 57½
Potato Can. sweet, 2½-lb tins	...	....
Do., 2-lb. tins	....	2 75
Olives (in bls. 49 wine gals.), gal.	....	1 35
Canned Fruits—		
Apples, 2½s, doz.	1 40	1 65
Do., 3s, doz.	1 80	1 95
Do., gallons, doz.	....	5 25
Blueberries, 2s	2 25	2 40
Currants, black, 2s, doz.	....	4 65
Do., gallons, doz.	....	16 00
Cherries, red, pitted, heavy syrup, doz.	....	4 50
Cherries, white, pitted	4 40	4 50
Gooseberries, 2s, heavy syrup, doz.	....	4 65
Do., 2s (pails)	2 77½	2 80
Peaches, 20 oz., doz.	....	....
Do., No. 2	2 80	3 00
Do., 2½ (best)	3 75	4 00
Pears, 2s	2 50	2 90
Do., 2½s	....	3 25
Do., 2s (light syrup)	....	1 90
Pineapples (grated and sliced), Do., 2½s	....	4 50
Plums—Lombard	2 00	2 20
Gages, Green, 2s	....	2 45
Do. (light syrup, 2s	....	2 00
Raspberries, 2s, black or red, heavy syrup	....	4 70
Do., 2½s	....	....
Strawberry, 2s, heavy syrup	....	4 65
Canned Fish—		
Salmon—		
Chums, 1-lb. talls	....	2 00
Do., ½s, flat	....	1 20
1 lb. talls, cases 4 doz., per doz.	4 00	4 80
Pinks, 1-lb. flat	....	2 25
Pinks, 1-lb. talls	....	2 60
Pale, ½-lb., doz.	....	1 37½
Pale, 1 lb., doz.	....	2 37½
Pinks, ½-lb., doz.	....	1 50
Cohoes, 1-lb. talls	....	3 50
Cohoes, 1-lb. flats	....	2 20
Cohoes, ½ lbs., flat	....	1 75
Red Springs, 1-lb talls	4 00	4 60
Red Springs, 1-lb. talls	....	4 00
White Springs (1s)	....	2 80
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	....	2 25
Labrador salmon, 1-lb. flat	....	3 60
Alaska, red, 1-lb. tall	4 25	4 50
Pilchards, 1-lb. talls	1 80	2 00
Whale Steak, 1-lb. flat	....	1 90
Herrings, imported, tomato sauce	....	3 10
Do., kippered	....	2 85
Do., kippers, doz. (4 doz. case)	....	2 35
Do., tomato sauce, doz.	....	2 35
Haddies (lunch) (½-lb.)	....	1 00
Haddies, chicken (4 doz. to case), doz.	2 25	2 35
Canadian sardines (case)	6 25	6 75
Norwegian sardines, per case of 100 (¼s)	24 00	25 00
Oysters (Canned)—		
5 oz., doz.	....	2 60
10 oz., doz.	....	4 20
Lobsters, ¼-lb. doz.	3 00	3 10
Do., ½-lb. tins, doz.	....	5 50
Do., 1-lb. talls	....	8 25
Do., ¾-lb., doz.	....	6 00
Do., 1-lb. flats	....	8 25
Lobster paste, ½-lb. tins	....	3 50
Sardines (Amer. Norweg'n style)	....	14 50
Sardines (gen. Norwegian)	....	25 00
Sardines—Canadian brands (as to quality), case	6 25	17 50
Sardines, French	32 00	34 00
Scallops, 1-lb., doz.	....	3 25
Do., Eastern trade	....	2 65
Do., Winnipeg and Western	....	2 85
Scotch Snack, No. 2, doz.	....	4 50
Shrimps, No. 1	....	2 40
Do., 1½s	....	4 50
Crabs, No. 1 (1s 4 doz.)	....	6 75
Crab meat (Japanese), doz.	....	6 50
Clams (river) (1 lb.), doz.	....	1 90
Scotch Snack, No. 1, dz., Montreal	....	2 50

Bean Prices Firmer; Japanese Arriving

Montreal.

BEANS, PEAS.—Markets are rather firmer, and the best grades of Canadian beans are quoted at $5.40 to $5.50 per bushel. Japanese grades are arriving in this market and the prices of these are favorable. Japanese green peas are quoted at 11c per pound.

Canadian, hand-picked, bush.	5 40	5 50
British Columbia	....	5 00
Brown Beans	3 50	4 00
Japanese	....	5 00
Yellow Eyes	....	5 50
Japanese Lima, per lb. (as to quality)	0 10	0 12
Lima, California	....	0 15
Kidney beans	6 00	6 50
Peas, white soup, per bushel	3 50	4 00
Peas, split, new crop (98 lbs.)	....	7 00
Peas, Japanese, green, lb.	....	0 11

Export Enquiry For Rice; Prices Steady

Montreal.

RICE.—The markets are ruling quiet but with steadiness manifest for most grades. Sight changes are made from time to time dependent upon the available spot supplies of the jobber. Tapioca and sago are moving and prices hold unchanged.

RICE—		
Carolina	....	17 00
Honduras	....	18 00
Siam No. 2	....	....
Siam (fancy)	....	16 00
Rangoon "B"	....	13 00
Rangoon CC	....	12 00
Mandarin	....	13 75
Pakling	....	13 00
Patna	0 14	0 15½
Broken rice, fine	....	7 00
Do., coarse	....	8 50
Tapioca, per lb. (seed)	0 13	0 13½
Tapioca (pearl)	0 13	0 13½
Tapioca (flake)	0 12½	0 13
Sago (brown)	0 15	0 16

Note.—The rice market is subject to frequent change and the price basis is quite nominal.

Exchange Rates Will Make Nuts Costly

Montreal.

NUTS.—In view of the fact that vessels cannot be readily secured to pick up cargoes at European ports, the North American continent, and Canada in particular, may have to pay high rates for all nuts this fall. In speaking this week with a Montreal importer CANADIAN GROCER was informed that imports that were due here during the present month had not yet left the European ports, and that, furthermore, they were unlikely to reach here before October or November. As a consequence of this it will be necessary to buy what supplies one can get in United States markets, and the exchange rates applying will make for much higher prices.

Almonds, Tarragona, per lb.	....	0 29
Almonds (shelled)	....	0 62
Almonds (Jordan)	....	0 75
Brazil nuts (new)	....	0 26
Brazil nuts (medium)	0 15	0 17
Filberts (Sicily), per lb.	....	0 28
Filberts, Barcelona	0 25	0 26
Hickory nuts (large and small), lb.	0 10	0 15
Pecans, No. 4 Jumbo	....	0 40
Peanuts—		
Do., No. 3 Jumbo	....	0 38
Fancy	0 15	0 17
Extras	0 12	0 14
Shelled, No. 1, Spanish	0 26	0 26
Salted Spanish, per lb.	0 29	0 30
Shelled, No. 1 Virginia	0 16½	0 18
Do., No. 2	....	0 14
Peanuts (salted)—		
Fancy wholes, per lb.	....	0 38
Fancy splits, per lb.	....	0 33
Pecans (new Jumbo), per lb.	0 32	0 35
Pecans, large, No. 2, polished	0 32	0 35
Pecans, New Orleans, No. 2	0 21	0 24
Pecans, "paper shell," extra large Jumbo	....	0 60
Walnuts (Grenoble)	0 29	0 35
Walnuts (new Naples)	0 23	0 25
Walnuts (shelled)	....	0 90
Walnuts (Chilean), bags, per lb.	....	0 33
Walnuts (Spanish)	0 30	0 33

Note—Jobbers sometimes make an added charge to above prices for broken lots.

Fruits Are Moving; Will be Big Demand

Montreal.

DRIED FRUITS.—Not a great deal of improvement has been noted in the dried fruit movement. Supplies of prunes and other commodities are still limited, and it will be some weeks before decided improvement can be expected in the prune supply. Raisins are being offered in greater variety from week to week.

Apricots, fancy	....	0 32
Do., choice	....	0 28
Do., slabs	....	0 26
Apples (evaporated)	0 25	0 25½
Peaches (fancy)	....	0 26
Faced	0 19	0 20
Choice	0 20	0 24
Extra choice	0 21	0 24
12 oz., per pkge.	0 16	0 18
Pears, choice	....	0 26
Drained Peels (old)—		
Citron	....	0 45
Orange	0 43	0 44
Citron	0 59	0 60

Raisins—		
Bulk, 25-lb. boxes, lb.	0 18	0 23
Muscatels, 2 crown	....	0 16
Do., 1 Crown	....	0 14
Do., 3 crown	....	0 18
Cal. seedless, cartons, 16 oz.	....	0 23
Choice seeded, 12 oz.	....	0 14
Fancy seeded	....	0 14
15 oz.	0 16½	0 18
11 oz.	0 13½	0 14
Choice seeded, 15 oz.	0 15	0 16
Seedless, 15 oz. pkg.	....	0 23
Currants, Greek, 15 oz.	0 24	0 25
Currants (Amarites), loose	....	0 27½
Dates, Excelsior, per case (36-10s)	....	6 25
Fard, 12-lb. boxes	....	3 25
Packages only	0 19	0 20
Do., Dromedary (36-10 oz.)	....	7 25
Packages only, Excelsior	....	0 20
Do., Dromedary	....	0 22
Figs (layer), 10-lb. boxes	2 60	3 00
Figs, white (70 4-oz. boxes)	....	5 40
Figs, Spanish (cooking), 22-lb. boxes	....	0 14
Do. (28 8-oz. boxes)	....	3 50
Do. (12 10-oz. boxes)	....	2 20
Prunes (25-lb. boxes)—		
30-40s	0 32	0 35
40-50s	....	0 30
50-60s	....	0 25
60-70s	0 22	0 25
70-80s (25-lb. box)	0 20	0 22
80-90s	0 17	0 19
90-100s	0 16	0 17
100-120s	....	0 14
Peels—		
Orange	....	0 45
Lemon	....	0 42
Citron	....	0 62

Molasses Very Strong; Corn Syrups Unchanged

Montreal.

MOLASSES, SYRUPS.—The undertone of the molasses market is a decidedly strong one and there may be a firming of prices. The movement has been fairly good, seasonably speaking. Corn syrups, while unchanged, may be put upon a somewhat more favorable basis if corn prices decline below present levels. The Chicago market has been lower of late but the uncertainty of the basis makes it difficult to forecast, definitely, what the immediate future will reveal.

Corn Syrups—		
Barrels, about 700 lbs., per lb.	....	0 08¼
Half bbls.	....	0 08½
Kegs	....	0 08¾
2-lb. tins, 2 doz. in case, case	....	5 45
5-lb. tins, 1 doz. in case, case	....	6 05
10-lb. tins, ½ doz. in case, case	....	5 75
20-lb. tins, ¼ doz. in case, case	....	5 70
2-gal. 25-lb. pails, each	....	2 60
3-gal. 38½-lb. pails, each	....	3 85
5-gal. 65-lb. pails, each	....	6 25
White Corn Syrup—		
2-lb. tins, 3 doz. in case, case	....	5 95
5-lb. tins, 1 doz. in case, case	....	6 55
10-lb. tins, ½ doz. in case, case	....	6 25
20-lb. tins, ¼ doz. in case, case	....	6 20
Cane Syrup (Crystal) Diamond—		
2-lb. tins, 2 doz. in case, per cs.	....	7 50
Barrels, per 100 lbs.	....	10 00
Half barrels, per 100 lbs.	....	10 25
Glucose, 5-lb. cans (case)	....	4 80

Barbadoes Molasses—	Prices for Island of	Montreal
Puncheons	0 98	1 03
Barrels	1 01	1 06
Half barrels	1 03	1 08

Antigua Molasses—				
Puncheons	0 98	1 00	1 03	1 05
Barrels	1 01	1 03	1 06	1 08
Half barrels	1 03	1 05	1 08	1 10

Note—Prices on molasses to outside points average about 3c per gallon less.

Honey Moves in Fair Quantities

Montreal.

HONEY, MAPLE SYRUP.—There is a fairly good demand for honey, and with cooler weather this will increase. The prices are steadily held without change. Maple sugar and syrups are held at the high prices quoted herewith, the product having left the farmers' hands in most instances and those wanting supplies having, therefore, to pay well for what they need.

Maple Syrup—		
13½-lb. tins (each) (nominal)	2 50	2 60
10-lb. cans, 6 in case, per case	15 10	20 15
5-lb. cans, 12 in case, per case	17 10	21 05
2½-lb. cans, 24 in case, per case	18 50	21 30
Maple Sugar (nominal), small lots	0 27	0 32
Honey, Clover—		
Comb (fancy)	....	0 30
Comb (No. 1)	....	0 26
In tins, 60 lbs., per lb.	....	0 24
30-lb. pails	....	0 25
10-lb pails	....	0 26
5-lb. pails	....	0 25
Buckwheat, 6-lb. tins, lb.	....	0 18

Late Movement of Teas Has Been Large

Montreal.

TEAS.—The recent sales of tea from the importer to the jobber have totaled a large amount and Japans have been in popular demand. The undertone is steadily firm. One large importer stated this week to CANADIAN GROCER that his sales of tea for August had exceeded those of the previous month by upwards of a quarter of a million pounds.

Pekoe, Souchongs, per lb.	0 48	0 51
Pekoes, per lb.	0 52	0 55
Orange Pekoes	0 60	0 65
Japan Teas—		
Choice (to medium)	0 65	0 75
Early picking	0 65	0 70
Finest grades	0 80	1 00
Javas—		
Pekoes	0 39	0 41
Orange Pekoes	0 44	0 47
Broken Orange Pekoes	0 40	0 43

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Coffees Are Marked Higher on Two Grades

Montreal.

COFFEE, COCOA.—Prices are up for Maracaibo and Jamaica grades of coffee, the former 1c per pound and the latter 2c. There is quite a steady market condition. While the cocoa markets are unchanged, the cocoa bean undertone is firm and increases for cocoa and chocolate may be looked for. As a matter of fact one or two proprietary lines are marked up this week.

Coffee—		
Rogotas, lb	0 45	0 47
Cut mixed (1-lb. cartons), doz.	4 10	4 80
Maracaibo, lb.	0 43½	0 45
Mocha (types)	0 44	0 47
Jamaica	0 42	0 45
Mexican, lb.	0 44	0 46
Rio, lb.	0 37	0 39½
Santos, Bourbon, lb.	0 44	0 47
Santos, lb.	0 43	0 45
Cocoa—		
In 1-lbs., per doz.	....	5 25
In ½-lbs., per doz.	....	2 75
In ¼-lbs., per doz.	....	1 45
In small size, per doz.	....	1 10

Carraway Seed May Soon be Lower

Montreal.

SPICES.—Importers expect to get carraway seed for less money, soon. Dutch seed is now available and supplies are expected to arrive at any time. The basis will soon be around 25 cents per pound, it is pointed out. There has been much activity of late in a general way.

Allspice	0 20	0 22
Cassia (pure)	0 33	0 35
Cinnamon—		
Rolls	....	0 55
Pure ground	0 35	0 40
Cloves	....	0 65
Cream of tartar (French pure)	....	0 80
American high test	0 80	0 85
Ginger	....	0 29
Ginger (Cochin or Jamaica)	....	0 31
Mace, pure, 1-lb. tins	....	1 00
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.	....	1 15
Nutmegs, whole	0 60	0 70
64, lb.	....	0 45
80, lb.	....	0 43
100, lb.	....	0 40
Nutmegs, ground, 1-lb. tins	....	0 65
Pepper, black	0 38	0 40
Do., special	....	0 32
Do., white	....	0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 27
Paprika	0 65	0 70
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	1 00	1 10
Cardamon seed, per lb., bulk	....	2 00
Carraway (nominal)	0 30	0 40
Cinnnamon, China, lb.	....	0 30
Cinnamon, per lb.	....	0 35
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Shredded cocoanut, in pails	0 21	0 28
Pimento, whole	0 20	0 22

For spices packed in cartons add 4½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

Domestic Selling of Flour Has Improved

Montreal.

FLOUR.—Quite an improvement is manifest in the domestic trade for flour. Of course export is an uncertain thing under rather stringent Government regulations. The undertone is steadily firm and prices are without change.

Standard Wheat Flours—		
Straight or mixed cars, 50,000 lbs. on track, per bbl., in (2) jute bags, 98 lbs.	....	11 00
Per bbl., in (2) cotton bags, 98 lbs.	....	11 15
Small lots, per bbl. (2) jute bags, 98 lbs.	....	11 30
Winter wheat flour (bbl.)	....	10 75

Package Goods Sales Are Still Heavy

Montreal.

PACKAGE GOODS.—There has been a steadily heavy demand for various package cereals and the jobbers have a big sale for most lines each week. Oat flakes are quoted down this week to $5.40 per case.

Package Goods—		
Corn Flakes, 36s, case	3 90 4 15	4 25
Rolled oats, 20s	....	5 60
Do., 18s	....	2 00
Do., large, doz.	....	3 60
Oat Flakes, 20s	....	5 40
Puffed rice	....	5 25
Puffed wheat	....	4 25
Wheat food, 18-1½s	....	3 25
Uorridge wheat, 36s	....	6 45
Do., 20s	....	6 25
Self-rising flour (3-lb. pack.) doz.	....	2 90
Do. (6-lb. pack.), doz.	....	5 70
Corn starch (prepared)	....	0 11¾
Potato flour	....	0 16½
Starch (laundry)	....	0 12

Rolled Oats and Oatmeal Some Easier

Montreal.

CEREALS.—Declines have been effected in some quarters on rolled oats and on standard, granulated and fine oatmeals. The range of price now for rolled oats in 90's is from $5.15 to $5.40. There is, if anything, an improved demand for both rolled oats and cornmeal, with tendencies somewhat lower for cornmeal.

Cornmeal, Gold Dust	....	6 00
Barley, pearl	6 00	6 25
Barley, Pot, 98 lbs.	5 00	5 50
Barley (roasted)	....	7 50
Buckwheat flour, 98 lbs.	5 50	6 00
Hominy grits, 98 lbs.	6 00	6 50

Hominy, pearl 98 lbs.	....	5 75
Graham flour	5 76	5 90
Oatmeal (standard - granulated and fine)	5 65	5 85
Oatmeal, fine cut, in pkgs., c/s..	....	4 60
Peas, Canadian, boiling, bush....	4 00	5 50
Split peas (per 98 lbs)	6 00	6 50
Rolled oats, 90-lb. bags	5 15	5 40
Rolled wheat (100-lb. bbls.)	....	7 10
Tapioca flour, lb.	0 15	0 16

Feed Business Big With Prices Held

Montreal

FEEDS.—Steadily increasing demand is responsible for a strong undertone in the feed markets. The mills are very busy, bran and shorts being big sellers, and also the special feeds which are being offered to the trade.

Shorts—		
Mixed cars	....	55 00
Bran—		
Mixed cars	....	45 00
Crushed oats	60 00	68 00
Barley chop	64 00	75 00
Special, middlings	....	56 00
Feed flour (98 lb. sack)	....	3 75
Gluten Feed (22% Protein)—		
F.O.B. Cardinal	....	56 50
F.O.B. Fort William	....	55 00

More Hay Movement; Grains Little Higher

Montreal.

HAY AND GRAIN.—There has been no quotable change this week for hay, the prices being on the same basis as those of last week. At the same time declines are likely to come. Advances are made effective for oats and barley. Oats are from 2½ to 4 cents per bushel higher, while barleys are advanced one to one and a half cents.

Hay—		
Good, No. 1, per 2,000-lb. ton	....	23 00
Do., No. 2	....	22 00
Do., No. 3	....	20 00
Straw	....	11 00
Oats—		
No. 2 C.W. (34 lbs.)	....	1 00
No. 3 C.W.	....	0 99
Extra feed	....	0 99
No. 1 feed	....	0 99
No. 2 feed	....	....
Barley—		
No. 3 extra Ontario	....	1 47
No. 3	....	1 43½

Note—These prices are at elevator and bags and bagging are not included.

Big Demand Holds; Fruit Prices Up

Montreal.

FRUITS.—Prices are held high owing to the ready sale that the products find in this market. The consumer seems to want fresh fruit steadily, and supplies are readily sold at prices that show little change. The offerings are large and big shipments are absorbed every week.

Apples—		
Hampers	2 50	3 00
Alexander,. No. 1	7 00	7 50
Duchess, No. 2	7 00	7 50
Do., No. 3	....	5 00
Apricots, box	....	3 25
Bananas (as to grade), bunch....	5 00	6 00
Canteloupes, basket (12)	....	1 25
Cranberries, bbl.	....	15 00
Egg plant	1 50	2 00
Grapes (box), 30 lbs.	3 50	5 00
Grapes, basket	0 50	0 75
Lemons, Messina	6 00	6 50
Melons (Montreal), doz.	....	10 00
Pears, California	....	1 50
Peaches (box)	....	1 75
Peaches (small basket)	....	0 50
Peaches, large basket	1 25	1 50
Oranges, Cal., Valencias	....	6 50
288-324	....	4 50
250	....	5 00
176, 200, 216	....	6 00

Potatoes Are Up But Should Decline

Montreal.

VEGETABLES.—The price of potatoes, local grown variety, has been higher of late, and this is attributed to the decidedly wet weather conditions that have prevailed. The advances are temporary, dealers state, and they expect lower prices, dependent upon better weather for harvesting the crop, and which is said to be large. Onions are on a more favorable price basis.

Beans, new string, Montreal, 20-lb. bag	1 50	2 00
Beets, new, bag (Montreal)	....	1 25
Cucumbers (Montreal), doz.	....	0 15
Chickory, doz.	....	0 75
Cauliflower (Montreal), doz.	....	1 50	2 00
Cabbage (Montreal), doz.	0 50	0 75
Carrots, bag	....	1 25
Celery, doz.	1 00	1 50
Corn (per bag), doz.	0 25	0 35
Garlic, lb.	0 25	0 30
Do., doz.	....	1 50
Lettuce (curly), doz.	....	0 25
Lettuce (Montreal), head	....	0 50
Leeks	....	1 50
Mint	....	0 30
Mushrooms, lb.	....	1 25
Basket (about 3 lbs.)	....	3 50
Onions, Texas, hamper	....	4 00
Yellow, 75-lb. sack	....	3 75
Red, bag	....	3 00
Spanish, crate	....	3 00
Parsley (Canadian)	....	0 20
Potatoes, Montreal (90-lb. bag)	2 00	2 25
Radishes, doz.	....	0 25
Rhubarb, doz.	....	0 25
Spinach, box	1 00	1 25
Turnips, Quebec, bag	....	2 00
Do., Montreal	....	1 25
Do., new, doz.	....	0 40
Tomatoes (Montreal), 30-lb. box	....	0 50
Do., Rose	....	1 00
Do., hothouse, lb.	....	0 28

ONTARIO MARKETS

TORONTO, Sept. 23—There has been a generally dull market during the week in most grocery lines with no very marked changes to mention. Trade has been good, though there has been no noticeable buying movement. There is a firm undertone to the market generally, with few indications of decline in prices.

Sugar Situation Shows Improvement

Toronto

SUGAR.—The sugar situation, while still far from satisfactory, is showing a very marked improvement. Four steamers' carrying 3,200 tons each, are being regularly used in the sugar trade, and this with other tonnage available, is assuring a more regular supply to the refineries. All the refineries are now in operation and it is expected that by next week available stocks of sugar will be sufficient to take care of the more urgent demand, and that within a very short time now the shortage of sugar supplies will be a thing of the past. The Canada Sugar Refinery this week advanced its prices 35 cents a hundred.

St. Lawrence, extra granulated	11 21
Atlantic, extra granulated	11 21
Acadia Sugar Refinery, extra granulated.	10 71
Can. Sugar Refinery, extra granulated....	10 96
Dom. Sugar Refinery, extra granulated..	10 16

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis; 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies, 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2s, 55c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 70c. Yellows same as above.

Crisco, Cocoanut, Baker's Chocolate Advance

Toronto.

MISCELLANEOUS. — There have been a number of changes recorded this week in proprietory lines. Crisco is down $1.70 a case, making the price $12.00. Libby's asparagus, 2½'s, long green, is quoted at $4.90, and tips at $4.25. Schepp's cocoanut has advanced to 45 cents. Baker's chocolate also shows advances being quoted, Premium 43, Sweet Caracas, 38c; Dot, 41c; Cocoa, ¼'s, ½'s, 1's, 47c.

Package Goods Show No Change

Toronto.

PACKAGE GOODS.—There is a very fair demand for all lines of package goods. The prices on these goods remain unchanged during the week.

PACKAGE GOODS

Rolled Oats, 20s round, case	....	$5 60
Do., 20s square, case	5 10	5 60
Do., 36s, case	....	4 00
Do., 18s, case	....	2 00
Corn Flakes, 36s, case	4 00	4 25
Porridge Wheat, 36s, regular, case	....	6 00
Do., 20s, family, case	....	5 80
Cooker Package Peas, 36s, case..	....	3 60
West Indies, 1½s, 48s	4 60	6 95
Cornstarch, No. 1, lb, cartons..	0 11½	0 11¾
Do., No. 2, lb. cartons	....	0 10¼
Laundry starch	....	0 10
Laundry starch, in 1-lb. cartons	....	0 12
Do., Do., in 6-lb. tin canisters	....	0 13¼
Do., Do., in 6-lb. wood boxes	....	0 13¼
Potato Flour, in 1-lb. pkgs.	....	0 16
Fine oatmeal, 20s	....	5 60
Cornmeal, 24s	....	3 65
Farina, 24s	....	2 35
Barley, 24s	....	2 35
Wheat flakes, 24s	....	5 40
Wheat kernels, 24s	....	4 50
Self-rising pancake flour, 24s....	....	3 30
Buckwheat flour, 24s	....	3 30

Bulk Molasses Slightly Easier

Toronto.

SYRUP AND MOLASSES.—There is a slightly easier feeling in bulk molasses noticed this week, quotations on West Indian having declined about 5 cents a gallon. There is no change recorded in syrups.

Corn Syrups—	
Barrels, about 700 lbs., yellow. per lb.	$0 08¼
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.	
Cases, 2-lb. tins, white, 2 doz. in case	5 95
Cases, 5-lb. tins, white, 1 doz. in case	6 65
Cases, 10-lb. tins, white, ½ doz. in case	6 25

Cases, 2-lb. tins, yellow, 2 doz. in case	....	5 45
Cases, 5-lb. tins, yellow, 1 doz. in case	....	6 05
Cases, 10-lb. tins, yellow, ½ doz. in case	....	5 75
Cane Syrups—		
Barrels and half barrels, lb...	0 08	....
Half barrels, ¼c over bbls.; ¼ bbls.,		½c over.
Cases, 2-lb. tins, 2 doz. in case	....	7 00
Molasses—		
Fancy, Barbadoes, barrels	1 10	1 15
Choice Barbadoes, barrels....	....	1 00
West India, bbls., gal.	....	0 40
West India, No. 10, kegs.....	....	6 50
West India, No. 5, kegs.....	....	3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	4 90
Tins, 3-lb. table grade, case 2 doz., Barbadoes	....	6 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	5 30
Tins, 10-lb., ½ doz. to case, Barbadoes	....	5 20
Tins, No. 2, baking grade, case 2 doz.	3 50	4 00
Tins, No. 3, baking grade, case of 2 doz.	4 70	6 50
Tins, No. 5, baking grade, case of 1 doz.	3 75	6 20
Tins, No. 10, baking grade, case of ½ doz.	3 60	6 00
West Indies, 1½s, 48s.....	4 60	6 95

Slow Movement In Canned Goods

Toronto

CANNED GOODS.—There is a noticeable slackness in the trade in all lines of canned goods at the present time. Buyers are not eager to purchase till they know the price of the goods. Supplies of corn and tomatoes are arriving, but the price has not been set and merchants are generally deferring purchases.

Salmon—		
Sockeye, 1s, doz.	....	4 75
Sockeye, ½s, doz.	....	2 95
Alaska reds, 1s, doz.	4 25	4 50
Do., ½s	....	3 00
Chums, 1-lb. talls	2 35	2 60
Do., ½s, doz.	1 85	1 45
Pinks, 1-lb. talls	2 35	2 60
Do., ½s, doz.	1 85	1 50
Cohoes, ½-lb. tins	2 00	2 10
Cohoes, 1-lb. tins	3 75	3 90
Red Springs, 1-lb. talls.....	3 75	4 25
White Springs, 1s, dozen	2 30	2 35
Lobsters, ½ lb., doz.....	....	6 00
Do., ¼-lb. tins	....	....
Whale Steak, 1s flat doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.....	1 75	2 10
Canned Vegetables—		
Beets, 2is, dozen.....	....	1 95
Tomatoes, 2½s, doz.	....	2 10
Peas, standard, doz.....	1 97½	2 02½
Peas, early June, doz.....	2 12½	2 17½
Do., Sweet Wrinkle, doz.....	2 40	2 45
Do., extra sifted, doz.....	2 77½	2 82½
Beans, golden wax, doz.....	....	....
Asparagus, tins, doz.	3 85	4 25
Asparagus butts, 2½s, doz.....	....	2 50
Canadian corn	....	....
Corn, American, 2s, doz.	2 15	2 25
Pumpkins, 2½s, doz.....	....	1 25
Spinach, 2s, doz.	....	1 90
Do., 2½s, doz.	2 52½	2 80
Do., 10s, doz	....	10 00
Pineapples, sliced, 2s, doz.....	....	....
Do., shredded, 2s, doz.....	....	....
Rhubarb, preserved, 2s, doz. ...	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 52½
Do., standard, 10s, doz.....	....	5 00
Apples, gal., doz.	....	....
Peaches, 2s, doz.....	....	2 87½
Pears, 2s, doz.....	2 35	2 87½
Plums, Lombard, 2s, doz.....	....	2 40
Do., Green Gage	....	....
Cherries, pitted, H. S.....	4 35	4 40
Raspberries, 2s, H.S.	4 65	4 75
Strawberries, 2s, H.S.	....	5 25
Blueberries, 2s	2 10	2 35
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.....	3 40	3 45
Jams—		
Apricot, 4s, each	....	0 90
Black currants, 16 oz., doz....	....	4 00
Do., 4s, each.....	....	1 10
Gooseberry, 4s, each	....	0 84
Peach, 4s, each	....	0 88
Red currants, 16 oz., doz.....	....	3 45
Raspberries, 16 oz., doz.....	....	4 50
Do., 4s, each	....	1 10
Strawberries, 16 oz., doz.....	....	4 50
Do., 4s, each.....	....	1 15

Dried Fruits Growing Scarcer

Toronto.

DRIED FRUIT.—There is an ever increasing scarcity evident in dried fruits, many of the lines are almost unobtainable at the present time, and prices generally are so high for those available that there is not a very brisk market.

Apricots, unpitted	....	....
Do., fancy, 25s	....	....
Do., choice, 25s	....	....
Do., standard, 25s	....	....
Candied Peels, American—		
Lemon	....	0 44
Orange	....	0 48
Citron	0 47	....
Currants—		
Grecian, per lb.	0 22	0 23
Australians, 3 Crown, lb.....	0 22	0 23
Dates—		
Excelsior, pkgs., 3 doz. in case	....	6 50
Dromedary, 3 doz. in case....	....	7 50
Figs—		
Taps, lb.	....	....
Malagas, lb.	....	....
Comadre figs, mats, lb.	....	....
Smyrna figs, in bags	0 18	0 19
Cal., 4 oz. pkgs., 70s, case....	....	5 00
Cal., 8 oz., 20s, case.....	....	3 25
Cal., 10 oz., 12s, case	....	2 25
Prunes—		
30-40s, per lb.	....	....
40-50s, per lb.	....	....
50-60s, per lb.	....	....
60-70s, per lb.	....	0 26½
70-80s, per lb.	....	....
80-90s, per lb.	....	....
90-100s, per lb.	....	....
100-120s, per lb.	....	0 15½
Peaches—		
Standard, 25-lb. box, peeled...	....	....
Choice, 25-lb. box, peeled.....	....	....
Fancy, 25-lb. boxes	....	....
Practically peeled, 25-lb. boxes	....	....
Extra choice, 25-lb. box, peeled	....	....
Raisins—		
California bleached, lb.....	....	....
Extra fancy, sulphur, blch., 25s	....	....
Seedless, 15-oz. packets	....	0 23
Seeded, fancy, 1-lb. packets....	....	....
Seeded, 15-oz. packets.....	0 18	0 18½
Seedless, Thompson's, bulk....	....	0 20
Seedless, 16-oz. packets	....	0 20
Crown Muscatels, 25s	0 15¾	0 17

Cereals Show Good Demand

Toronto

CEREALS.—There is a very fair demand for cereals at the present time, and business generally is good. Prices remain as follows:

	Single F.o.b.	Bag Lots Toronto
Barley, pearl, 98s	5 50	6 00
Barley, pot, 98s	4 25	4 50
Barley Flour, 98s	....	4 50
Buckwheat Flour, 98s	....	....
Cornmeal, Golden, 98s.....	5 75	6 00
Do., fancy yellow, 98s.....	5 00	5 50
Hominy grits, 98s	5 50	6 00
Hominy, pearl, 98s.....	5 25	5 75
Oatmeal, 98s	5 70	5 80
Oat Flour	. .	
Rolled oats, 90s	....	5 25
Rolled Wheat, 100-lb. bbl.	6 50	7 00
Breakfast Food No.1.....	....	6 15
Do. No. 2	....	6 15
Rice flour, 100 lbs.	....	10 00
Linseed meal, 98s	....	6 75
Peas, split, 98s	....	6 50
Blue peas, lb.	....	0 10

Strong Market Reported in Tea

Toronto.

TEA.—The market in tea is very strong, with prices showing firmer tendencies on primary markets. Indications are that when dealers have to deliver teas bought on the present market increases will be unavoidable. At the present time no such increases have been felt, and there is no immediate prospect of such action.

Ceylons and Indians—		
Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 56
Broken Pekoes	0 56	0 58
Broken Orange Pekoes	0 58	0 60
Javas—		
Broken Orange Pekoe	0 58	0 65
Broken Pekoes	0 40	0 45
Japans and Chinas—		
Early pickings, Japans.....	0 53	0 55
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

Coffee Regains Firm Position

Toronto.

COFFEE.—After recent declines coffee has regained its former firm position, and is being held firmly at present prices. Conditions in primary markets are very strong, and the present looks like a good buying time, as no declines are to be expected for some months.

Java, Private Estate	0 51	0 53
Java, Old Government, lb.....	0 49	0 50
Bogotas, lb.	0 49	0 50
Guatemala, lb.	0 48	0 52
Mexican, lb.	....	0 50
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	0 45	0 46
Blue Mountain Jamaica	....	0 53
Mocha, Arabian, lb.	0 49	0 53
Rio, lb.	0 37	0 39
Santos, Bourbon, lb.	0 46	0 47½
Ceylon, Plantation, lb.	....	
Chicory, lb.	0 30	0 32
Cocoa—		
Pure, lb.	....	0 31
Sweet, lb.	....	0 31

All Spices Are Very Firm

Toronto

SPICES.—There is a general firmness in all spices reflecting the very strong position of primary markets. Allspice is in an especially firm position, there being a much stronger market at production points, and only limited stocks on hand. No advances have been recorded however. Mustard seed is also very scarce, and ginger is selling at slightly higher figures.

Allspice	0 19	0 21
Cassia	0 33	0 40
Cinnamon	0 35	0 50
Cloves	0 70	0 75
Cayenne	0 33	0 37
Ginger	0 28	0 38
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 32	0 38
Pickling spices	0 22	0 30
Mace	0 90	1 10
Peppers, black	0 40	0 43
Peppers, white	0 50	0 53
Paprika, lb.	0 60	0 70
Nutmegs, selects, whole, 100s..	0 45	0 50
Do., 80s	....	0 55
Do., 64s	0 60	0 65
Mustard seed, whole.....	0 40	0 45
Celery seed, whole	....	0 75
Coriander, whole	0 25	0 30
Carraway seed, whole.....	0 40	0 50
Tumeric, whole	0 25	0 27
Cream of Tartar—		
French, pure	....	0 80
American high test, bulk	0 75	0 80
2-oz. packages, doz.	....	1 75
4-oz. packages, doz.....	....	3 25
8-oz. tins, doz.	....	6 75

Tapioca Stocks Very Light

Toronto

RICES.—There is no very keen demand for rice at the present time, but owing to comparatively light holdings

this dullness in the market has had no effect on prices. Tapioca is exceptionally scarce and is very firmly held.

Texaa, fancy, per 100 lb.	17 50	18 00
Blue Rose, Texas, per 100 lbs.	....	18 00
Honduras, fancy, per 100 lbs.	....	....
Siam, fancy, per 100 lbs.	15 00	16 00
Siam, second, per 100 lbs.	13 50	14 50
Japans, fancy, per 100 lbs.	....	17 00
Do., seconds, per 100 lbs.	13 00	14 00
Chinese, XX., per 100 lbs.	13 00	14 00
Do., Simiu	....	16 00
Do., Mujin, No. 1	....	16 00
Do., Pakling	....	14 00
White Sago	0 13¼	0 13½
Tapioca, per lb.	0 14½	0 16½

Honey Demand Very Light

Toronto.

HONEY.—The high prices being asked by producers for honey has had a limiting effect on purchases, most wholesalers holding off for lower prices. As a result there is no particular effort to sell, and the movement in honey is very light indeed.

Honey, Clover—		
5-lb. tins	....	0 24
2½s tins	....	0 25
10-lb. tins	....	0 24
60-lb. tins	....	0 24
Buckwheat, 50-lb. tins, lb.	....	0 18
Comb, No. 1, fancy, doz.	....	....
Do., No. 2, doz.	....	....
Maple Syrup—		
8½-lb. tins, 10 to case, case		17 00
Wine qt. tins, 24 to case, case		16 00
Wine ½ gal. tins, 12 to case, case		15 00
Wine 1 gal. tins, 6 to case, case		14 00
Imperial 5 gal. cans, 1 to case, case		14 00
Maple Sugar—		
50 1-lb. blocks to case, lb.	....	0 29

No Change in Nut Prices

Toronto.

NUTS.—There have been no changes in prices during the week, and business has been of a limited nature. Reports indicate a heavy crop of walnuts in California, that may mean supplies available at fairly reasonable figures. The imported nuts, however, threaten to be so high as to be almost prohibitive.

Almonds, Tarragonas, lb.	0 28	0 32
Butternuts, Canadian, lb.	....	0 08
Walnuts, California, lb.	0 40	0 42
Walnuts, Grenobles, lb.	0 34	0 35
Walnuts, Bordeaux, lb.	0 28	0 30
Filberts, lb.	0 23	0 24
Pecans, lb.	....	0 30
Cocoanuts, Jamaica, sack	....	10 00
Cocoanut, unsweetened, lb.	....	0 36
Do., sweetened, lb.	....	0 43
Peanuts, Jumbo, roasted	0 18	0 19
Brazil nuts, lb.	0 21	0 22
Shelled—		
Almonds, lb.	0 62	0 65
Filberts, lb.	0 50	0 55
Walnuts, lb.	0 88	0 90
Peanuts, Spanish, lb.	....	0 22
Do., Chinese, 30-32 to oz.	0 16	0 18
Brazil nuts, lb.	....	0 88

Tokay Grapes and Cranberries Arrive

Toronto.

FRUIT.—The Canadian fruit is rapidly drawing to a close, though there are peaches, plums and pears still offering, and a very fair supply of grapes, that are quoted below the early high figures. Canadian apples in barrels are arriving on the market. These are fall varieties: Wealthy, Wolf River, Alexander, Jennetting, Colverts, and some Pippin varieties. They are selling: for No. 1, $7.00; No. 2, $6.00; No. 3, $4.50.

Californian Tokay grapes are now on the market, and Cape Cod cranberries are another new arrival. Grape fruit is slightly easier this week, with oranges and lemons showing slightly higher figures.

Bananas, Port Limons	....	0 07½
Valencia Oranges—		
176s, 200s, 216s	6 50	6 75
150s and 126s	5 25	6 50
100s, 250s, 288s	5 00	5 75
Grapefruit, 64s, 70s, 80s, 96s	....	6 50
Lemons, Messina Verdellis, box	6 75	7 00
Colorado peaches, box	....	1 85
Domestic peaches (about finished)—		
Plums, 11 qts.	....	1 75
Do., 6 qts.	....	0 90
Apples, barrel, Wealthy, Alexander, Wolf River, Colvert, Jennetting, Pippin, No. 1	....	7 00
Do., No. 2	....	6 00
Cal. Apples, Kings, box	3 50	3 75
Cal. Bartlett Pears, box	....	5 00
California Hardy, box	....	4 75
Oregon Howell, box	....	5 50
Can. Pears, 11 qts.	....	1 00
Oregon Prunes, box	1 65	1 75
Grapes, Cal. Malaga, crate	....	3 25
Cal. Tokay	3 50	3 75
Can. Grapes, 6 qts., lenos	0 38	0 40
Salmon flesh, 16 qts.	0 75	1 00
Do., 11 qts.	0 50	0 75
Cranberry, Cape Cod, bbl.	12 75	13 00
Half barrel	....	6 50
Boxes	....	4 75

Very Dull Market in Beans

Toronto.

BEANS.—There has been a very dull market in beans of late, and only comparatively few sales have been made. Prices remain unchanged.

Ontario, 1-lb. to 2-lb. pickers, bus.	....	$5 00
Do., hand-picked, bus.	5 50	5 75
Japanese Kotenashi, per bush.	....	4 50
Rangoons, per bushel	....	3 00
Limas, per lb.	....	0 12½

Spanish Onions and Sweet Potatoes Decline

Toronto.

VEGETABLES.—There have been many changes in price during the week. Sweet potatoes are selling much lower, being quoted down to $2.50 a hamper for fine grade Jerseys. Spanish onions are also quoted considerably lower. Bag onions remain firm in price. Lettuce, cauliflower, celery and similar lines are considerably firmer. Basket vegetables also are somewhat higher priced.

Beets, bag	1 25	1 50
Cabbage, hamper	1 50	2 00
Carrots, per bag	1 25	1 50
Lettuce, crate, 2 doz.	....	3 50
Onions, fine hard, 100-lb. sacks	5 00	5 50
Do., doz.	0 50	0 60
Can. Onions, 75-lb. sacks	3 75	4 00
Do., 100 lbs	....	5 00
Onions, pickling, according to size	1 75	2 25
Spanish Onions, large crates	....	6 50
Do., half case	3 75	4 00
Parsley, per basket	....	1 00
Peppers, green, doz.	....	0 75
Do., red	0 60	1 00
Celery, doz.	0 45	1 00
Cauliflower, box, 12	....	3 00
Cucumbers, 11 qt. basket	....	0 50
Potatoes—		
Delawares, bag	....	3 00
Ontario, 90-lb. bags	....	2 50
Ontarios, No. 2s	....	2 25
Jersey Sweet Potatoes, hamper	2 50	2 75
Turnips, bag	0 30	0 40
Tomatoes, 11-qt. basket	....	0 35
Egg plant, 11-qt. basket	....	1 00
Gherkins, 11 qts.	1 50	2 50
Mushrooms, 4-lb. basket	....	3 50

Flour Demand Brisk; No Price Changes

Toronto.

FLOUR.—Mills report a very brisk demand for flour. At present there is no export business but the domestic demand will take care of all stocks milled for some time to come. There has been no change in price.

Flour—	
Government standard, 74 per cent. extraction.	
Ontario winter wheat flour, in carload shipments, on track, in cotton bags	11 15
In jute bags	11 00

Keen Demand For All Feeds

Toronto.

FEEDS.—There is a very keen demand for feeds at the present time, a demand that the production of the mills is entirely unable to meet. Prices, however, are being maintained at their present figure.

	In carlots, track
Bran, per ton	55 25
Shorts, per ton	45 25

Tobacco Lines Show Advances

Toronto.

TOBACCO AND CIGARETTES.—The Imperial Tobacco Company has increased its prices on most of its lines following the general increase in raw tobacco prices. The prices on some of the better known lines are as follows: Old Chum 1½ lb. tins, $1.60; 1-12 packages, $1.44. Meerschaum 1-12 and 1-7 packages, $1.44. Sterling ¼ lb. tins, $1.60. Bull Durham 1-9 and 1-15 lb. bags, $1.80. Dukes Mixture 1-15 lb. bags, $1.60. Repeater, 1-12 lb. packages, $1.44. Calabash 1-5 and 1-9 lb., $2.15. Piccadilly 1-9, ½, ¼ lb., $2.15. Capstan Navy Cut, ½, ¼, ⅛ lb. mild, $2.90; medium and full, $2.55. Players Navy Cut, ½, ¼, ⅛ lb., $2.90. Garrick ¼, ⅛ lb. tins, $3. Glasgow Mixture ½, ¼, ⅛ lb., $2.70. Tuxedo ⅛ lb. tins, $2.15. Velvet ⅛ lb. tins, $1.90. Lucky Strike ⅛ lb. tins, $2.65. Forest and Stream 1-9, 1-12 packages, $1.44; ¼, ½, 1 lb. tins, $1.50. Great West ⅛ pouches, ½ lb. tins, $1.30.

Plug chewing tobacco: Black Watch, per pound, $1.20; Club, Currency, Old Fox, Micmac, per pound, $1. Bright chewing plugs: Empire Navy, Old Kentucky, Pay Roll, Walnut, per pound, $1.25; Bobs, $1; Stag, $1.08.

Cigarettes per thousand are quoted as follows: Derby, Old Gold, Players Navy Cut, Sweet Caporal, Old Chum, $12.30; Fatima, Camel, $14.50; Richmond, Calabash, $16. Egyptian cigarettes: Murad, Mogul, $19; Yildiz, $30; Imperial Fleur, Pall Mall, Egyptian Deities, Three Castles, $24.

WINNIPEG MARKETS

WINNIPEG, Sept. 23—There has been a marked improvement in the sugar situation during the week and further improvement is expected during the coming week. There is a very strong feeling in evidence in most lines.

Sugar Situation Shows Improvement

Winnipeg.

SUGAR.—Supplies are better than they have been for some time. Acadia refinery has shipped twenty-five cars to Manitoba the past few days. Prices are very firm.

Trade Expects Dried Fruit Declines

Winnipeg.

DRIED FRUITS.—It is felt by the trade that prices on dried fruits may show a decline before the crops are all marketed, caused by the falling off in export demand, due to the low level to which sterling exchange has dropped.

Canned Fruit Price To Be High

Winnipeg.

CANNED FRUIT.—Cheap canned fruit is not looked for this year. The cost of raw material and labor were much higher than in any previous year. In some lines the Canadian pack is small, especially peaches. The American pack is reported in excess of last year, but a large portion has been bought for export.

The high rate of exchange on Sterling has had a tendency to somewhat curtail the demand for export the past two weeks, and prices which were then from 10 to 15 per cent. over opening prices have now a tendency to retract to opening prices.

Bean Market Very Firm

Winnipeg.

BEANS.—Bean market is looked upon as being in a strong position. There is estimated to be one-third less crop than last year. From a food value point of view they are still the cheaper of any staple food.

Hand-picked Selects, 100-lb. bags	8 50
Lima Beans, 100-lb. bags, lb....	0 12

Tea Prices Very Firm

Winnipeg.

TEA.—Tea is expected to advance. The extreme rate of exchange is having a very marked effect; also the labor situation, increased wage scale affecting largely transportation, packing and growing of tea. Dealers are advised by wholesalers to secure their requirements now.

Rio Coffee Shows Decline

Winnipeg.

COFFEE.—Rio coffee had dropped two cents a lb. the past week. A reaction is looked for, bringing it up one and a half cents to one and three-quarters.

SANTOS GRADES.—Santos grades remain firm, with tendency to higher prices, caused by short supplies and an extra heavy demand for these grades.

Changes Noted in Pepper Prices

Winnipeg.

SPICES.—Black pepper to arrive in three months' time has declined, it is reported, at least one-half to one cent per lb.

WHITE PEPPER.—White pepper to arrive in three months' time is quoted at an advance of from one-half to one cent per lb.

CLOVES.—Cloves is expected to be somewhat higher. The market is very unsettled, owing to the large quantities being used for the manufacture of compound vanilla. It is felt that the market will naturally strengthen and probably go higher.

Cereal Prices Remain Steady

Winnipeg.

CEREALS.—There is a good demand for all cereal lines, with no price changes recorded.

Cornmeal, yellow, sacks.....	2 50
Do., half sacks	2 60
Oatmeal, sacks	4 50
Do., granulated, half sacks....	2 95
Do., standard, half sacks.....	2 50
Peas, dried green, per bushel....	5 85
Split Peas, per lb.	0 09

Spanish Onions To Arrive

Winnipeg.

VEGETABLES.—Cable just received by large importer states the first consignment of Spanish onions since the war is now on its way. Prices are not definitely known, but from indications are said to be very reasonable.

BRITISH COLUMBIA MARKETS

VANCOUVER, Sept. 22—The sugar situation still continues to be serious, especially at the Coast, which has not been affected by the relief supplies sent forward. Other market conditions, however, are normal.

Fresh Meat Price Unchanged

Vancouver.

FRESH MEATS.—There is an easier feeling in the market for fresh meats, though prices remain largely unchanged at the moment.

FRESH MEATS—		
Beef, No. 1 steers, lb.	0 18	0 19
Beef cows, lb.	....	0 16
Lamb, lb.	0 26	0 27
Mutton, breakers, lb.	0 22	0 23
Pork, block hogs, lb.	0 29½	0 30

Market For Meats Somewhat Easier

Vancouver.

SMOKED MEATS.—There is an easier feeling in these lines, but no changes have been recorded.

SMOKED MEATS—	
Bacon, No. 1, med., lb.....	0 55
Bacon, No. 1, heavy, lb.	0 52
Smoked backs, lb.	0 51
Hams, No. 1, lb.	0 50
Ayrshire rolls, lb.	0 50
Cooked rolled shoulders, lb.	0 48
Hams, cooked	0 60

Lard Shows No Change

Vancouver.

LARD.—There has been no change in these products reported. Prices are quoted as follows:

LARD—	
Compound, tierce basis, lb.....	0 32
Pure, three basis, lb.	0 37½

Firm Market Reported in Cheese

Vancouver.

CHEESE.—There is a firm market in cheese at the present time, following the stronger markets at other points. No change in prices have been recorded however.

CHEESE—	
B.C. Cheese, lb.	0 30½
Finest Ontario solids, lb.	0 31½
Finest Ontario, twins, lb.....	0 32¼
Stiltons, lb.	0 36

Strong Market For Eggs

Vancouver.

EGGS.—The egg market here is very strong and reflects the strong feeling of other points. Fresh eggs have advanced in Seattle to 72 cents.

EGGS—		
B.C., fresh, car lots.....	0 70	0 75
Albertas, case lots	....	0 59
Cooking, case lots	0 45	0 52

Fish Supply Good; Prices Unchanged

Vancouver.

FISH. — Receipts are keeping up steadily this week. One boat is in with 60,000 pounds of halibut and black cod, and a fleet of small gas boats is continually coming with salmon. Prices of salmon are away up. This condition is being created by the action of United States canners who are out on the fish-

ing grounds bidding everything to sky-line prices.

FISH—		
Fresh Cohoe	....	0 15
Fresh Spring	....	0 17
Chicken Halibut	....	0 14
Chicken Halibut, medium	....	0 16
Block and heavy Cod	....	0 10
Fresh Smelts	....	0 11
Frozen Smelts	....	0 10
Shrimps	....	0 16
SMOKED FISH—		
Imperial Bloaters	0 07½	0 08
Kippers	0 09	0 10
Kippered Salmon	....	0 22
Smoked Pink Spring	....	0 20
Haddies, Western	....	0 10
Do., Eastern	0 16	0 18
Fresh Pilchards	0 05	0 06
Fresh crop, large, doz.	....	1 40
Do., medium	....	0 85
Soles	0 06	0 07

Butter Firm; Advances Likely

Vancouver.

BUTTER.—There is a very strong feeling in the butter market at present and advances are expected any time.

BUTTER AND MARGARINE—		
Government grade	0 55	0 60
Margarine	....	0 36

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Sept. 23.—The market is holding firm in most staple lines, and there are few changes. The sugar question is still unsatisfactory regarding stocks. First delivery canned peaches arrived and are selling at $3.70 and $3.75. Ordinary cornmeal is easier and is quoted at $4.50 and $4.60. New Brunswick cheese is firmer at 28½ and 29 cents. Ontario twins, 29 and 29½ cents. Pure lard 38½ and 39 cents. American pork easier at 67 and 72 cents. Eggs, fresh, 64 and 68 cents; case, 58 and 60 cents. Creamery butter 55 and 60 cents; tub, 46 cents. Canadian onions, 100 lb. bags are selling at $5.25 and $5.50. Fruits are unchanged, except that Gravenstein apples are selling $3.50 to $6. New Brunswick apples are quoted $2.50 to $5.

Flour. No. 1 patents, bbls., Man.	....	$12 50
Cornmeal, gran., bags	6 25	6 35
Cornmeal, ordinary	4 50	4 60
Rolled oats	....	12 00
Rice. Siam. per 100 lbs.	13 75	14 00
Molasses	0 90	0 91
Standard, granulated	....	11 10
No. 1, yellow	....	10 60
Cheese, New Brunswick	0 28½	0 29
Cheese, Ont., twins	0 29	0 29½
Eggs, fresh, doz.	0 64	0 68
Eggs, case	0 58	0 60
Breakfast bacon	0 47	0 50
Butter, creamery, per lb.	0 55	0 60
Butter, dairy, per lb.	....	0 50
Butter, tub	....	0 46
Lard, pure, lb.	0 38½	0 39
Lard, compound	0 31	0 32
American clear pork	67 00	72 00
Beef, corned, 1s	4 55	4 90
Tomatoes, 2½s, standard case	....	4 90
Raspberries, 2s, Ont., case	....	....
Peaches, 2s, standard, case	3 70	3 75
Corn, 2s, standard case	....	4 70
Peas, standard case	4 10	4 20
Apples, gal., N.B., doz.	....	5 00
Strawberries, 2s, Ont., case	....	....
Salmon, Red, spring, cases	....	....
Pinks	11 00	11 50
Cohoes	14 50	15 00
Chums	....	8 50
Evaporated apples, per lb.	....	....
Peaches, per lb.	....	....
Potatoes—		
Potatoes, Natives, per bbl.	....	3 00
Onions, Can., 100-lb bags	5 25	5 50
Potatoes, barrel	....	6 00
Lemons, Cal.	8 00	8 50
Pears, Cal., box	5 50	6 00
Plums, Cal., crate	3 00	3 50
Oranges, Cal., case	7 50	8 00
Grapefruit, Cal., case	12 00	14 00
Apples, Gravensteins	....	3 50
Aples, N.B.	2 50	5 00
Peaches, Cal., box	....	2 50
Bananas, per lb.	0 09	0 10

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Sept. 23.—Clover Leaf salmon ½s are selling at $19, 1s $17.50 case, but only small lots offered. Kootenashi beans are $8 and $8.25. B. C. $7.50 to $9. Siam rice is quoted $12 to $16. Tapioca, $12.50 to $15. Sago $11.75 to $15. Lard 3s, $21.30 to $21.60. Potatoes, $36. Soda biscuits advanced 1c per pound. Crisco dropped $1.70 case. Bacon dropped 2½ cents; smoked hams 1½ cents. Pendray's Pearl soap advanced $1 per case. Regal salt 10 cents. Porridge wheat 45 cents per case.

Beans, Limas	0 12	0 15
Beans, B.C.	7 50	9 00
Beans, Kootenashi	8 00	8 25
Flour, 96s, per bbl.	....	10 70
Rolled oats, 80s	....	4 50
Rice, Siam	0 12	0 16
Japan, No. 1	17 00	18 00
Tapioca, lb.	12 50	15 00
Sago, lb.	0 13	0 15
Sugar, pure cane, granulated, cwt	....	....
Cheese, No. 1, Ontario, large	0 30	0 31
Butter, creamery, lb.	0 55	0 59
Do., dairy, lb.	0 40	0 43
Lard, pure, 3s, per case	21 30	21 60
Eggs, new-laid, local	16 50	17 00
Tomatoes, 2½s, standard, case	4 20	4 60
Corn, 2s, case	4 80	5 00
Peas, 2s, standard case	4 40	4 60
Strawberries, 2s, Ontario, case	9 00	9 85
Raspberries, 2s, Ontario, case	9 50	9 85
Cherries, 2s, red, pitted	9 00	9 50
Apples, evaporated	0 24	0 25
Do., 2½s, lb.	....	0 23
Apricots, evaporated, 25s	....	0 40
Peaches, evaporated, lb.	....	0 30
Prunes, 90-100s	....	0 21½
Do., 70-80s	....	0 22¾
Do., 50-60s	....	0 23¾
Salmon, pink tall, case	....	10 25
Salmon, Sockeye, tall, case	....	....
Do., halves	18 00	19 00
Potatoes, per ton	....	36 00
Oranges	....	7 25
Lemons	....	9 50
Grapefruit	....	7 50
Canteloupes, crate	....	6 00
B.C. Strawberries, crate	....	7 00

VANCOUVER MARKETS

Continued from page 47

Japanese Embargo May be Lifted

Vancouver.

RICE.—A rumor is current here that the Japanese Government will soon lift the embargo on the exports of rice as good crops seem assured.

B.C. Peaches of Excellent Quality

Vancouver.

FRUIT.—Splendid shipments of Keremeos peaches have been arriving on this market, and dealers claim that the continuance of such shipments would make imports from Washington unnecessary. Box apples are coming on the market in some volume, and pears have also made their appearance.

Apples in boxes—		
Snows	....	3 50
Jeffries	....	3 00
Wealthies	....	3 00
Pears, Flemish—		
Beauty, per box	....	2 50
Cantaloupes, standard crate	....	4 00
Do., box	....	1 75

Potatoes Selling $40 Per Ton

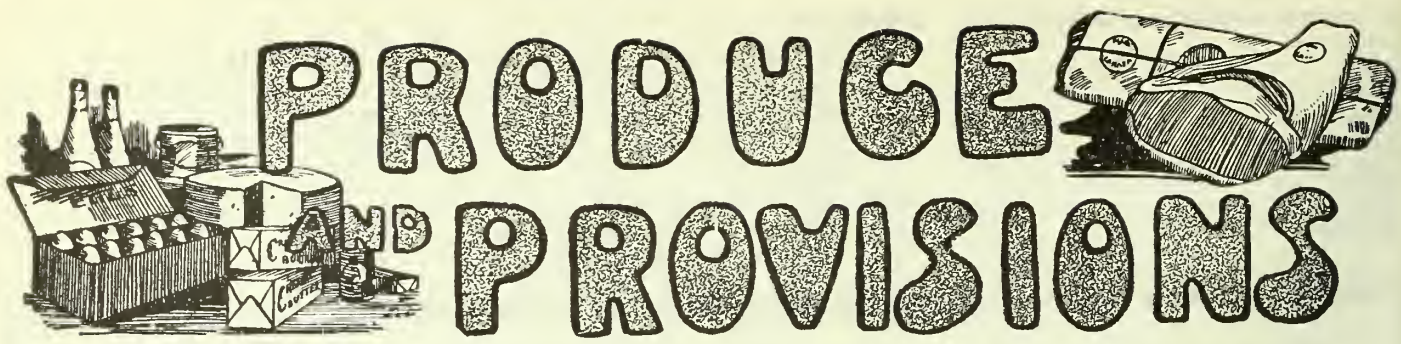
Vancouver.

VEGETABLES.—There is little change in the market for vegetables this week, potatoes are offering at $40 per ton.

JAPANESE COURTS UPHOLD RIGHTS OF TRADE-MARK

The Supreme Court of Japan, in a suit instituted by a Philadelphia manufacturing company for the protection of its trade-mark rights, has handed down a decision which must rank as epochal in international trade.

The decision, in unqualified terms, upholds every essential trade-mark right guaranteed under Japan's treaty agreement with the United States. It safeguards not only American trade-mark owners, but owners also in every other country having similar treaty agreements with Japan.



Equipment and Display Build Sales

Sanitary Equipment That Permits Display of Meats Enables the Merchant to Keep His Stock Moving Evenly—People Ask For What They See—So Sales Are Built For Cuts Not Ordinarily in Demand

TWENTY-SIX years in the meat business, sixteen of which have been spent in a store of his own, has afforded Wm. Howell, who conducts a grocery and meat business at Queen Street and Beech Avenue, Toronto, ample opportunity to make a careful study of the trade in regard to what the public want, and how best to cater to their needs. To give them the best possible service with a reasonable profit to himself is always his desire. To steadily improve his business, to keep it abreast of the times, and to increase his clientele, has been his purpose all through these years. That he has succeeded is evident in the rapid growth of his trade from a very small beginning.

Helps Grocery Trade

The meat trade, in the case of Mr. Howell, has not been the outgrowth of the grocery department, but rather the reverse. Mr. Howell was a butcher before he was a grocer, and it might be said that he specializes in meat. However, he has found that the meat department built up the grocery trade. In fact he has the same buying public for both, and as an evidence of this, he showed CANADIAN GROCER a number of orders, on which were written grocery requirements of the respective customers, and in each instance an order for meat was also given.

A Believer in Display

The store at Queen Street and Beech Avenue is an attractive place, and is sufficient proof of the statement that Mr. Howell has kept abreast of the times. Mr. Howell is a firm believer in display, and his meat department is the last word in this regard. On entering the store, one is immediately struck with the well-ordered arrangement of the place, and the splendid facilities for showing meats to the public. A few years ago Mr. Howell installed a modern refrigerator system extending to the counters, which, of course, are enclosed in glass. This cold storage equipment renders possible the display of meats in a manner not only attractive to the eye but perfectly sanitary and hygienic as well.

Refrigerator pipes extending along the counters keep the meats in perfect condition no matter what the weather is, and the covering of glass, like a silent salesman, prevents the exposure to any contamination. The choicest steaks, roasts, tenderloin, sausages, are here shown to view, and the customer can readily see what he wants.

Can Keep Supply of Cuts on Hand

Mr. Howell makes it a point to always keep a good supply already for serving to the people, and in this way he saves considerable time. While his morning trade is largely on the telephone, he states that he does a big business over the counter in the afternoons. He believes that the proper display of any goods, whether it be meat, groceries, or anything else, is always productive of business, and because of his methods on this account he has attracted a great deal of business that he otherwise might not have secured.

Cold Storage Plant Builds Business

"My cold storage plant," he told CANADIAN GROCER, "has more than repaid me for the initial outlay. It has paid me many times over, and the expense of the upkeep of the same is very small indeed."

Display Helps to Sell Cuts Not Usually Called For

Mr. Howell was asked how, in his long experience, he had overcome what to many butchers had become a rather trying circumstance, namely, that so many people wanted the same cut of meat. So many ask for sirloin steak, and the question arises, if everyone gets sirloin steak what is to be done with the rest of the beef? Mr. Howell told the CANADIAN GROCER representative that he had no trouble in this respect. He bought whole beeves, and had little difficulty in utilizing the parts not often called for. In fact he never tried to force on people what they didn't want. His refrigerator plant enables him to carry a fairly heavy stock. His primary object was to give satisfaction, and this could not be done by sending people what they hadn't asked for. He gave them what they wanted, and this is where display counts for so much because he usually laid before his customers a choice variety of meats. Mr. Howell manufactures his own Hamburg steak and all his own sausages. It is in this way that he is able to use to advantage the poorer cuts of meats. No loss is permitted from waste, the cold storage plant being sufficient preventative against it, and the fact that the poorer cuts can be used in the way specified renders profitable what otherwise might be lost. Cooked meats, hams and bacon, too, are always in good supply.

In addition to a full stock of all staple groceries, Mr. Howell handles in season all green vegetables and fruits. These, too, he displays to advantage, and finds them a very profitable line to handle during the summer.

COSTS MORE NOW TO KILL AND DRESS CATTLE IN MONTREAL.

Increased rates are in effect at Montreal for slaughtering and dressing cattle. The new rates are said to be in excess of the old to the extent of 60 per cent. Butchers now sending their cattle, hogs, sheep, etc., to the abattoir company for killing will be required to pay the following rates: For beef, killing and dressing, per head, $1.25; sheep and lambs, per head, 25c; calves, per head, 40c; hogs, per head, 55c.

The by-law remained without action being taken upon it by the City Council until it had become operative automatically. Mayor Martin has refused to affix his signature, asserting that the charges were excessive as outlined in the foregoing schedule. It is expected, however, that the chairman of the Administrative Commission will affix his signature to the by-law, thus making it fully operative.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Sept. 23—Important declines are effective this week in live and dressed hogs and the tendencies are lower on various grades of barrelled pork, smoked and cured meats, cooked meats, etc. Lard is quoted less, too, and shortening will be reduced in price. There has been an easing of the price basis for butter, although produce men, in view of the fact that demand is brisk, do not anticipate low prices. The cheese market is firm, but without quotable change. Eggs are higher in price and likely to advance more. Buying prices are down for live poultry and more grading is being done. The fish business was much better last week and enquiries are more numerous for pickled and salt varieties. Trading is good and tendencies are downward on various pork products.

With Reduced Export Demand, Hogs Decline

Montreal.

FRESH MEATS.—In view of the fact that export business for bacon has been curtailed of late owing to the accumulation of large lots in England the tendencies have been downward on pork and pork products. Live hogs have, as a consequence, continued to decline and are selling in this market this week at $18.00 to $18.50 per cwt. The same price tendencies apply on dressed pork and various cuts of pork as well, and good hogs, for whole carcasses, are quoted at 26½ to 27c per lb. There is little or no change in the price of beef, calves, lambs or sheep. A fair movement continues.

FRESH MEATS—		
Hogs, live	$18 00	$18 50
Hogs, dressed—		
Abattoir killed, small (heads off), 65-90 lbs.	....	28 00
Sows (heavy)	23 00	24 00
Fresh Pork—		
Leg of Pork (trimmed) (foot on)	....	0 35
Loins (trimmed)	....	0 39
Loins (untrimmed)	....	0 35
Spare ribs	0 24	0 25
Trimmed shoulders	....	0 31
Pork sausage (pure)	....	0 26
Farmer sausages	....	0 22
Fresh Beef—		

(Cows)			(Steers)	
$0 20	$0 22	..Hind quarters..	$0 26	$0 27
0 12	0 13	..Front quarters..	0 14	0 15
....	0 27	..... Loins	....	0 34
....	0 23	..... Ribs	....	0 25
....	0 11	.... Chucks	....	0 14
....	0 18	..... Hips	....	0 22

Calves (as to grade)	0 22	0 28
Lambs, 25-40 lbs. (whole carcass), lb.	....	0 25
No. 1 Mutton (whole carcass), lb.	....	0 16

Hams Much Lower; Bacon Down, Too

Montreal.

CURED MEATS.—A marked decline is made this week in the prices of various weights of cured ham. This is attributable to the decrease in export demand, and also to a somewhat heavier surplus stock here, the summer holiday trade now being of small proportions. Bacon of the various grades is also lower, as will be observed from the price list herewith quoted. Barrelled pork and beef are also reduced in price. The tendencies are of an easing character.

Hams—		
Medium, smoked, per lb.—		
(Weights), 12-14 lbs.	....	0 42
14-20 lbs.	....	0 41
20-25 lbs.	....	0 31
25-35 lbs.	....	0 30
Over 35 lbs.	....	0 29
Bacon—		
Breakfast	0 48	0 54
Windsor	....	0 53
Cottage rolls	....	0 40
Picnic hams	....	0 32
Long clear bacon	....	....
Barrel Pork—		
Canadian short cut (bbl.) 30-40 pieces	....	63 00
Clear fat backs (bbl.) (40-50 pieces	....	67 00
Heavy mess pork (bbl.)	....	54 00
Short Cut Clear Plate Pork (pieces) 30-40	....	62 00
Plate Beef	....	35 00
Mees Beef	....	32 00

Cooked Meats Can Be Bought For Less

Montreal.

COOKED MEATS.—Following the general lowering tendencies on pork and pork products, the commodities entering into the various cooked meats thus being reduced, prices on various meats are down this week. Roast and cooked hams, tongue, etc., are available for less money and may be down to lower levels.

Head Cheese	0 13	0 15
Choice jellied ox tongue	....	0 62
Jellied pork tongues	....	0 48
Ham and tongue, lb.	....	0 30
Veal and tongue	....	0 23
Hams, roast	....	0 63
Hams, cooked	....	0 62
Shoulders, roast	....	0 53
Shoulders, boiled	....	0 52
Pork pies (doz.)	....	0 80
Blood pudding, lb.	....	0 12
Mince meat, lb.	0 16	0 17

Lard Market Easy; Should Reduce More

Montreal.

LARD.—The tendencies are decidedly easier for pure lard and it will not be at all surprising to see much lower prices within a week. With pork on its present basis, and with the probability of still lower prices, lard is sure to rule on a reduced price basis. There is a seasonably good demand.

LARD, pure—		
Tierces, 400 lbs., per lb.	0 33	0 34
Tubs, 50 lbs., per lb.	0 33½	0 34½
Pails, 20 lbs., per lb.	0 34	0 35
Bricks, 1 lb., per lb.	0 36	0 37

Shortening Shaded; Case Goods Down

Montreal.

SHORTENING.—Lower prices are in effect for case shortening, crisco being quoted now at $12 per case. This is considerably more than a $2 decline within a few weeks. As far as bulk and print shortening go, there has been an easing of the undertone, but little actual change has been made. Lower prices will probably be effective within a few days.

SHORTENING—		
Tierces, 400 lbs., per lb.	0 29½	0 30
Tubs, 50 lbs., per lb.	....	0 30½
Pails, 20 lbs., per lb.	....	0 30¾
Bricks, 1 lb., per lb.	....	0 32

Margarine is Held and Movement Fair

Montreal.

MARGARINE.—Prices are held without change on margarine and the movement continues to be fair, season considered. The outlook is for a better selling movement as soon as weather conditions are more settled on a lower temperature basis.

MARGARINE —		
Prints, according to quality, lb.	0 35	0 39
Tubs, according to quality, lb.	0 31	0 34

Easier Tendencies on Best Grade Butter

Montreal.

BUTTER.—Heavy receipts of butter in this market have served to make price tendencies somewhat easier. Consumptive demand, however, is large, and while produce men do not anticipate advances, there is a feeling that there will not be a marked decline. Receipts this season, to date, have exceeded those of last year by upwards of 21,000 packages. It is expected that plenty of export demand will develop later in the season.

BUTTER—		
Creamery, prints, fresh made..	0 57	0 58
Creamery, solids, fresh made..	0 56	0 57
Dairy prints	0 50	0 51
Dairy, in tubs, choice	0 49	0 50
Bakers'	0 45	0 47

More Active Buying Firms Cheese Market

Montreal.

CHEESE.—Independent interests are now coming along for supplies of cheese for export account. This has tended to somewhat firm the undertone, although there is no actual change of price. Domestic sales are seasonably good at unchanged prices.

CHEESE—		
New, large, per lb.	0 27	0 28
Twins, per lb.	....	0 28½
Triplets, per lb.	....	0 29
Stilton, per lb.	....	0 34
Fancy, old cheese, per lb.	....	0 32

New-Laid Eggs 68c; May Go Still Higher

Montreal.

EGGS.—Export and domestic demand for eggs is so large that the prices have this week been advanced 2 to 3c per dozen. This is readily understood when the falling off in production, usually manifest at this season of the year, is taken into account. Some look for higher prices still. Receipts have been heavy right along, but the consumption is heavy to cope with this.

EGGS—		
No. 2	....	0 50
No. 1	....	0 58
Selects	....	0 64
New laids	....	0 68

Lower Buying Prices For Live Poultry

Montreal.

LIVE POULTRY.—In view of the fact that much poultry arriving from the country has been of poor quality, the produce men have begun to grade more extensively and considerable change has been affected in the buying prices, lower quotations being in effect this week. The buying is fairly well maintained, but the movement could be greater.

POULTRY (dressed)— (Selling Prices)		
Chickens, roast (3-5 lbs.)	0 37	0 40
Chickens, roast milk fed)	0 43	0 50
Broilers (3-4 lb. pr.)	0 45	0 47
Ducks—		
Brome Lake (milk fed green)	....	0 46
Young Domestic	0 36	0 38
Turkeys (old toms), lb.	....	0 50
Turkeys (young)	....	0 52
Geese	....	0 28
Old fowls (large)	....	0 34
Old fowls (small)	....	0 30
POULTRY (live)— (Buying Prices)		
Light weights	....	0 21
Heavy weights	0 24	0 27
Ducks, young	0 19	0 20
Old	....	0 14
Chickens	0 19	0 25
Geese	0 15	0 20
Live—Old fowl	0 22	0 28
Roosters	....	0 17
Turkeys	....	0 40

Fish Business Good Enquiry Better

Montreal.

FISH.—Price tendencies are easier for pickled and salt fish and the enquiry for these is developing nicely. Herrings, cod fish and salmon of this grade are likely to be lower, and this is in accord with the definite tendencies pointed out in recent issues of CANADIAN GROCER. The prices on these varieties will be below the range of 1918.

FRESH FISH		
Carp, per lb.	0 11	0 12
Dore	....	0 22
Eels, lb.	....	0 12
Bullheads (dressed)	....	0 15
Gaspereaux, each	....	0 08
Haddies	0 12	0 13
Fillet Haddies	....	0 20
Haddock	0 08	0 09
Halibut, Eastern	....	0 24
Halibut, Western	0 23	0 24
Steak, cod	0 10	0 12
Market cod	0 07	0 08
Flounders	0 07	0 09
Prawns	....	0 40
Pike, per lb.	....	0 13
Live lobsters	....	0 45
Boiled lobsters	....	....
Salmon (B.C.), per lb., Red	0 28	0 30
Salmon, Gaspe	0 35	0 40
Shad	....	0 20
Skate	....	0 08
Lake Trout	0 19	0 20
Mackerel	0 16	0 17
Shrimps	0 35	0 40
Whitefish	0 17	0 18
Trout, brook	0 35	0 40
Swordfish	....	0 24
FROZEN FISH		
Gaspereaux, per lb.	0 06½	0 07
Halibut, large and chicken	0 19	0 20
Halibut, Western	0 20	0 21
Halibut, medium	0 21	0 22
Haddock	0 06½	0 07
Mackerel	....	0 16
Dore	0 14	0 15
Smelts, No. 1, per lb.	0 12	0 13
Smelts, No. 2, per lb.	0 07	0 08
Pike, Headless and Dressed	0 10	0 11
Market Cod	0 05½	0 06
Whitefish, small	0 11	0 12
Sea Herrings	0 07½	0 08
Steak Cod	0 08	0 08½
Gaspe Salmon, per lb.	0 24	0 25
Salmon Cohoes, round	0 17½	0 18
Salmon, Qualla, Hd. and Dd.	0 13	0 14
Whitefish	0 15	0 16
Smelts, extra large	....	0 22
Lake Trout	0 19	0 20
Lake Herrings, bag, 100 lbs.	....	6 00
Alewires	0 05½	0 06
SALTED FISH		
Codfish—		
Codfish, large bbl., 200 lbs.	....	21 00
Codfish, No. 1, medium, bbl., 200 lbs.	....	20 00
Codfish, No. 2, 200 lb. barrel	....	18 00
Pollock, No. 1, 200 lb. barrel	....	15 00
Codfish, strip boneless (30-lb. boxes), lb.	....	0 20
Codfish (boneless) (24 1-lb. cartons)	....	0 20
Codfish (Ivory) (2-lb. blocks, 20-lb. bx)	....	0 18
Boneless cod (2-lb.)	....	0 23
Shredded codfish (12-lb. box)	2 40	2 50
Dried codfish 100-lb. bbl.)	....	13 00
PICKLED FISH		
Herrings (Scotch cured), barrel	11 25	12 00
Scotia, barrel	....	12 00
Do., half barrel	....	6 25
Mackerel, barrel	....	34 00
Salmon, Labrador (200 lbs.)	26 00	27 50
Salmon, B.C. (200 lbs.)	....	24 50
Sea Trout (200-lb. bbls.)	....	25 00
Turbot (200 lbs.)	....	17 00
Codfish, tongues and sound, lb.	....	0 15
Eels, lb.	0 16	0 17
SMOKED FISH		
Haddies, BXs, per lb.	0 12	0 13
Fillets	....	0 18
Bloaters, box	....	2 00
Kippers	....	2 25
OYSTERS		
Cape Cod, per barrel	....	16 00
Batouche, per barrel	....	15 00
Scallops, gallon	....	4 50
Can No. 1 (Solids)	....	2 50
Can No. 3 (Solids)	....	7 50
Can No. 5 (Solids)	....	12 50
Can No. 1 (Selects)	2 50	3 00
Can No. 3 (Selects)	....	9 00
SUNDRIES		
Paper Oyster Pails, ⅛ per 100	....	1 75
Crushed Oysters Shell, 100-lbs.	....	$1 60
Paper Oyster Pails, ¼-lb. per 100	....	2 25

ONTARIO MARKETS

TORONTO Sept. 24.—There have been sharp declines recorded in live hogs. These have been reflected in fresh pork prices. Lamb and mutton are also easier. There is a much firmer feeling noticed in eggs, and the supply is equal to the demand

Hogs Show Further Declines

Toronto.

FRESH MEATS.—There was another sharp decline in hogs early this week, making a figure of $17.75 for fed and watered, and fresh pork has declined as a result. Beef is holding firm for the heavyweight stock, though light beef is in heavy supply and is selling at lower figures. Lamb and mutton also show a considerably easier feeling.

Hogs— FRESH MEATS		
Dressed, 70-100 lbs., per cwt.	....	$30 00
Live on cars, per cwt.	....	17 25
Live, fed and watered, per cwt.	....	17 75
Libe, f.o.b., per cwt.	....	16 75
Fresh Pork—		
Legs of pork, up to 18 lbs.	0 35	0 38
Loins of pork, lb.	0 39	0 40
Tenderloins, lb.	0 45	0 46
Spare ribs, lb.	....	0 14
Picnics, lb.	0 26	0 28
New York shoulders, lb.	0 32	0 34
Montreal shoulders, lb.	....	0 30
Boston butts, lb.	....	0 32
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 15	0 26
Front quarters, lb.	0 10	0 16
Ribs, lb.	0 15	0 26
Chucks, lb.	0 08	0 14
Loins, whole, lb.	0 25	0 32
Hips, lb	0 15	0 22
Cow beef quotations about 2c per lb. below above quotations.		
Calves, lb.	0 20	0 28
Lambs, whole, lb.	0 16	0 18
Spring lamb	0 16	0 21
Sheep, whole, lb.	0 10	0 15
Above prices subject to daily fluctuations of the market.		

Cured Meats Show Declines

Toronto.

SMOKED MEATS.—There has been a general decline in most lines of smoked meats following the downward movement of hogs. The present quotations are as follows:

Hams—		
Medium	0 42	0 44
Large, per lb.	0 28	0 40
Heavy	0 30	0 33
Backs—		
Skinned, rib, lb.	....	0 53
Boneless, per lb.	0 55	0 57
Bacon—		
Breakfast, ordinary, per lb.	0 38	0 44
Breakfast, fancy, per lb.	....	0 55
Roll, per lb.	....	0 36½
Wiltshire (smoked sides), lb.	0 39	0 41
Dry Salt Meats—		
Long, clear bacon, av. 50-70 lbs.	0 30	0 31
Do., av. 70-90 lbs.	....	0 32
Clear Bellies, 15-30 lb.	0 30	0 31
Sausages in brine, keg, 35 lbs.	....	7 35
Fat backs, 16-20 lbs.	0 33	0 34
Out of pickle, prices range about 2c per pound below corresponding cuts above.		
Barrel Pork—		
Mess pork, 200 lbs.	....	52 00
Short cut backs, bbl. 200 lbs.	....	64 00
Pickled rolls, bbl., 200 lbs.—		
Heavy	....	58 00
Lightweight	....	62 00
Above prices subject to daily fluctuations of the market.		

Cooked Meats Remain Unchanged

Toronto.

COOKED MEATS.—There has been no change in quotations on cooked meats during the week. Prices are as follows:

Boiled hams, lb.	0 58	0 59
Hams, roast, without dressing, lb.	0 61	0 63
Shoulders, roast, without dressing, per lb.	0 51	0 53
Head Cheese, 6s, lb.	0 12	0 14
Meat Loaf with Macaroni and Cheese, lb.	0 26	0 27
Choice jellied ox tongue, lb.	0 62	0 65
Pork and Tongue, lb.	....	0 35
Above prices subject to daily fluctuations of the market.		

New Laid Eggs Scarce and High

Toronto.

EGGS. — There is a very considerable scarcity in new laid eggs, and the prices are high. The trade generally are sending out storage eggs to meet demand. According to the Dept. of Agriculture report 13,500 cases of eggs were up for inspection for export shipment. If this movement continues it will be a very heavy drain on the light supplies arriving, and may be expected to send prices up.

Eggs—		
No. 1 storage, doz.	0 57	0 58
Special new laids, in cartons, doz.	0 62	0 64

Prices shown are subject to daily fluctuations of the market.

Easy Feeling Noted in Butter

Toronto.

BUTTER.—There is a very easy feeling noted in butter during the week, and despite the fact that the New York market shows a much firmer tendency being up a cent a pound, there is no tendency toward advances here.

Creamery prints (fresh made)	0 56	0 58
Creamery solids (fresh made)	0 55	0 56
Dairy prts., fresh separator, lb.	0 47	0 48
Dairy prints, No. 1, lb.	....	0 45

Cheese Prices Unchanged Though Higher at Boards

Toronto.

CHEESE.—There has been no change in cheese prices, though the prices on the various cheese boards have all increased following the heavy buying of one of the large Montreal operators. The announcement that the British Government will take the balance of the exportable pack will unquestionably have a firming influence.

Cheese—		
Large	....	0 28
Stilton (new)	....	0 31

Twins 1c lb. higher than large cheese. Triplets 1½c higher than large cheese.

Lard Shows Slight Declines

Toronto.

LARD.—There was a slightiy easier feeling in lard during the week which has resulted in a shading of prices.

Lard, tierces, 400 lbs., lb.	0 33	0 35

In 60-lb. tubs, ½c higher than tierces, pails ¾c higher than tierces, and 1-lb. prints, 2c higher than tierces.

Shortening Prices Remain Unchanged

Toronto.

SHORTENING.—There has been no change in shortening prices during the week, prices remain as follows:

SHORTENING—		
Tierces, 400 lbs., lb.	0 29½	0 30

Poultry Receipts Much Improved

Toronto

POULTRY.—There are greatly improved receipts noted in poultry this week. The movement is now reaching fairly large proportions that foretokens lower prices. There has already been a sharp decline in the prices paid by commission men in Toronto that will be felt by the trade.

Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys, old, lb.	0 25	0 30
Do., young, lb.	0 30	0 35
Roosters, lb.	0 20	0 16
Fowl, over 5 lbs.	....	0 25
Fowl, under 3½-5 lbs.	....	0 20
Spring chickens, live.	0 20	0 23
Do., dressed	0 23	0 27

Prices quoted to retail trade:—

		Dressed
Hens, heavy	$....	$0 35
Do., light	....	0 33
Chickens, spring	0 34	0 38
Ducklings	....	0 35
Turkeys	0 49	0 40

Haddock and Cod Scarce; Lake Trout Plentiful

Toronto.

FISH.—There is a general scarcity of sea fish, especially haddock and cod. Lake trout on the other hand, are arriving in heavy quantities, and generally speaking, the supplies of fish are ample to meet the demand. All salt lines are expected to arrive next week. Oysters are on the market again and are in good demand.

FRESH SEA FISH		
Cod Steak, lb.	$....	$0 13
Do., market, lb.	0 09	0 10
Haddock, heads off, lb.	....	0 11
Do., heads on, lb.	....	0 10
Halibut, chicken	0 21	0 22
Do., medium	0 22	0 23
Flounders, lb.	0 07	0 10
Salmon, Restigouche	....	....
Fresh B. C. Salmon	0 27	0 28
Oysters, No. 1 can	3 40	3 65
Do., No. 3 can	9 50	9 80
FROZEN SEA FISH		
Salmon	....	0 24
Herring	0 09	0 10
Mackerel	....	0 11
Flounders	....	0 11
FRESH LAKE FISH		
Lake herring, round lb.	....	0 10
Do., dressed, lb.	0 11	0 12
Trout, lb.	0 15	0 16
Whitefish, lb.	0 13	0 14
Mullets, lb.	....	0 05
Fresh pickerel	....	0 20
Ciscoes	....	0 16
Pike	0 09	0 10
Fresh mackerel	0 15	0 20

WINNIPEG MARKETS

WINNIPEG, Sept. 23—Sharp declines have been noticed in many lines of meat and provisions and further declines are possible. Eggs and butter are firm. The cheese market is somewhat dull.

Hogs and Bacon Down; Beef Shows Weakness

Winnipeg.

Pork is now down to eighteen dollars per hundredweight. A further decline is expected in sympathy with Eastern and American markets.

Beef has shown considerable weakness with actual declines in the market.

Provisions are expected to be easier in sympathy with this decline.

Bacon took a dorp of five cents per lb.; also other pork products are expected to show a decline soon.

Butter Firm; Movement Light

Winnipeg.

BUTTER.—Butter remains very firm. Very little movement is reported by the trade.

Choice Creamery	0 54	0 56
Medium Dairy	0 45	0 46
Choice Dairy	0 48	0 50

Egg Stocks Light; No Price Change

Winnipeg.

Supplies are falling off and dealers are starting to draw on storage stocks. Market is reported firm and steady.

New laid, in cartons	....	0 56
Do., candled	....	0 50

Cheese Market Somewhat Dull

Winnipeg.

CHEESE.—There is a general quietness in the cheese market following similar conditions in the East. Sales are fair at the following prices:

Large Ontario, paraffined	....	0 31½
Twins, Ontario, paraffined	0 31¾	0 32
Large Manitoba	0 30	0 30½
Twins, Manitoba	0 30½	0 30¾

Fish Plentiful; Prices Unchanged

Winnipeg.

FISH.—There are fair arrivals of fish reported, with a good steady demand. Prices are unchanged.

FROZEN FISH		
Whitefish, dressed, from	0 10	0 11
Salmon	0 18	0 19
Pickerel	0 10	0 11
Halibut	0 16	0 17
Herring	0 15	0 16
SMOKED FISH		
Haddies, per lb.	....	0 15
Bloaters, Eastern, per box	....	2 90
Do., Western, per box	....	2 20
Kippers, Eastern, per box	....	1 85
Do., Western, per box	....	2 25
SALT FISH		
Herring, Scotch cure, 10-lb. pail	....	0 90
Do., 20-lb. pail	....	1 75
Do., half bbls., per bbl.	....	7 00
Acadia Cod, 1s and 2s	....	0 16
Steak Cod	....	0 16

VANCOUVER MARKETS

VANCOUVER, B.C., Sept. 22—There is an easier feeling noticeable in most produce lines in this market, though in the case of eggs and butter the reverse is the case.

Sugar Situation Still Critical

Vancouver.

SUGAR.—The situation in regard to sugar is still very serious on this market. While sugar has been received in some parts of the province, there is still a marked shortage at the coast.

Continued on page 43

The House To Push Your Line In The West

A New Winnipeg Wholesale Brokerage House

To be open for business on or before September 15 under the capable jurisdiction of Messrs. E. Nicholson and J. Howard Rankin. Headquarters will be in Winnipeg and the organization will cover the jobbing trade from Fort William to Victoria.

A New Business With New Methods, New Ideas, New Aims

Service, real, practical money-making service, will be the dominant idea of the organization. Mr. Nicholson's long experience in the brokerage business, together with Mr. Rankin's practical knowledge of the wholesale grocery end as manager for the Brandon Grocery Co., Ltd., Brandon, Man., form a combination that should produce big results.

Manufacturers, Importers and Shippers

who desire to get in touch immediately should write or wire Mr. E. Nicholson, c/o Royal Alexander Hotel, Winnipeg. All communications will be handled by Mr. Nicholson until the big new offices are open.

Nicholson, Rankin, Ltd.

Wholesale Grocery Brokers

Winnipeg **Canada**

Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is part of the Service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Cut out the coupon at the bottom of page, fill out and mail to us if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

SILVER MAPLE MINES

Can you tell me what became of the Silver Maple Mines, Ltd. I hold 50 shares of this stock sinee 1909, and have heard nothing of it for past eight or nine years. G. B. Cates was broker, 71 Adelaide East.—E. C., Coldwater, Ont.

Answer.—Neither the mine nor G. B. Cates, the broker, are known in Toronto. The company is probably extinct.

PRICE TICKETS

Can you tell me who makes the Schuman price tickets?—L. O. Pearson, St. Thomas, Ont.

Answer.—The manufacturer of those Schuman price cards is the Frank G. Schuman Company, 168 North Michigan Avenue, Chicago.

PRICE OF APPLES, DECEMBER, 1917.

Could you give me some information regarding the price of apples in barrels on December 11th, 1917?—Toronto.

Answer.—We find that on December 7 and 14 CANADIAN GROCER quotes prices as follows: Nova Scotia—Blenheim No. 1, $5.50; No. 2, $5.00. On Ontario pack we quoted as follows: Baldwin No. 1, $6.00 to $7.00; Greenings, No. 1, $6.00 to $7.00; King, No. 1, $7.00; Spy, tree run, $6.00; Mann, No. 1, $6.00, No. 2, $5.00; Peewaukee, No. 1, $5.00 to $6.00, No. 2, $4.50 to $5.00; Stark, No. 1, $5.50 to $6.00, No. 2, $4.75 to $5.00; Ben Davis, No. 1, $5.00, No. 2, $4.50.

"GOLD REEF" CREAM

Could you oblige me with the name and address of the manufacturers of "Gold Reef" Sterilized Cream? It is made in Norway, but otherwise I have no information about the manufacturers of it.—P. E. Outerbridge, King's road, corner Gower street, St. John's, Newfoundland.

Answer.—Agents are Stone & Co., 3 Monument Buildings, E.C. 3, London, England.

COAL SHIPPING FIRMS

Please give me the name and address of some coal dealers shipping direct from the mines, United States or Canadian dealers.—James M. Findlay, Box 346, Creemore, Ont.

Answer.—Cumberland Railway and Coal Co., Montreal, Que.; Nicola Valley Coal & Coke Co., Ltd., Vancouver, B.C.; Nova Scotia Steel & Coal Co., New Glasgow, N.S.; Ainsley Pruitt Coal Mining Mfg. Co., Medicine Hat, Alta.; Diamond Coal Co., Calgary, Alta.; Reliance Coal Mining Co., Ltd., Taber, Alta.; Royal Collieries, Ltd., Lethbridge, Alta.; Strathcona Coal Co., Strathcona, Alta.; Wellington Colliery Co., Ltd., Victoria, B.C.; Western Fuel Co., Nanaimo, B.C.; Alex. Y. Malcolmson Coal Co.; Penn-York Coal & Coke Co., Pittsburgh, Pa.; Berwind White Coal Mining Co., 1 Broadway, New York, N.Y.; Atlantic Coal Co., Boston, Mass.; Pittsburgh & Shawmut Coal Co., Buffalo, N.Y.; Philadelphia Coal & Iron Co., Philadelphia, Pa.; M. A. Hanna & Co., Cleveland, Ohio.

MANUFACTURERS OF PORTABLE OVENS

I am desirous of getting in touch with a manufacturer of portable bake ovens and other equipment to work for about 500 people.—W. P. Viguers, 47 King's Road, St. John's, Newfoundland.

Answer.—Wm. & J. G. Greey, 6 Church St., Toronto, Ont.; Brantford Oven & Rack Co., Brantford, Ont. John G. Pendrith Co., 35 Lombard St. Toronto; Pendrith Machinery Company, 970-972 Queen St. west, Toronto, Ont. We would suggest that you write these firms for catalogues.

STOCKS OF HONEY

Will you be kind enough to let us know where we could secure for immediate shipment from ten to fifteen thousand pounds of old or new-crop honey, of different grades?—Drouin Freres, 52 Rue Saint Pave, Quebec, Que.

Answer.—It might be secured from any of the following firms: Whyte & Co., Montreal, Que.; Whyte Packing Co., Front street, Toronto, Ont.; Bowes Co., Toronto, Ont.; Gunns, Ltd., Toronto, Ont.; Wm. Davies Co., 521 Front St. E., Toronto, Ont.; White & Co., Church and Front, Toronto, Ont.; Marshall & Co, Toronto, Ont.

COLLECTION AGENCY

Will you please advise if you know of any reliable firm at Sydney, N.S., or in the vicinity that do collecting of accounts?—The Exploits Valley Royal Stores, Ltd.

Answer.—The only one we know of at the present time is Nagle Mercantile Agency, Laprairie, Montreal, Quebec.

A TRAILER FOR CAR

Where can I buy a trailer for Ford car?—P. H. Reed, Middleton, N.S.

Answer.—Oakwood Garage, 1121 Davenport road, Toronto, Ont.

MANUFACTURERS OF TOOTHPICKS

Will you please give us the address of some manufacturers of "tooth picks?"—The Hicks-Groom Co., Guelph, Ont.

Answer.—E. B. Eddy Co., Hull, Que.; Keenan Woodenware, Owen Sound, Ont.; Thomas Brothers, Ltd., St. Thomas, Ont.

WHERE TO GET CANDY

Would you kindly let me know where I can buy candy to sell to the retail stores? Penny goods, package candy and chocolates.—W. Ruthman, 384 Valier St., Quebec.

Answer.—Quaker Candy Co., Toronto, Ont.; Savoy Candy Co., Toronto, Ont.; Chas. Lauder & Co., 95-97 Ontario St., Toronto, Ont.; W. G. Patrick & Co., 51 Wellington street west, Toronto, Ont.; Robertson Bros., 103 Queen street east, Toronto, Ont.; MacGregor Specialty Co., 446 Spadina avenue,

MANUFACTURER OF CANDY MAKING EQUIPMENT

Will you please give me the name of a manufacturer of candy cooling table (steel), of ranges or boilers for candy, wax paper for wrapping candy?—George G. Roy, Kentville, N.S.

Answer.—Joseph Baker & Sons, Brantford, Ont.; Bawden Machine & Tool Co., Toronto, Ont.; Booth Copper Co., Toronto, Ont.; Fletcher Mfg. Co., Toronto; Robt. Gardner & Son, Montreal; John Turner & Son, Toronto; C. Wilson & Son, Toronto; Pendrith Machinery, Toronto. Manufacturers of wax paper for wrapping candy, Bradshaws Limited, 107 Atlantic Ave., Toronto, Ont.

MONTREAL FISH BUYERS

Please give the name of wholesale fish buyers in Montreal.—Domenic Martell, Lardoise, C.B.

Answer.—D. Hatton Co., Ltd., Montreal; Maritime Fish Corp., Montreal; J. W. Windsor & Co., Montreal.

WESTERN POTATO BUYERS

Please give addresses of carlot buyers of potatoes west of the Lakes.—Victor Harvey, Eldred, Sask.

Answer.—Geo. Vipond & Co., Winnipeg; Scott Fruit Co., Winnipeg.

CIGARETTE LICENSE NECESSARY

Do you mean to say it is illegal for any and every country store to sell cigarettes without a license?—Frank Hayes, Bear Brook, Ont.

Answer.—Yes, a license is necessary; $25 a year.

EASY ENOUGH

A certain newspaper that made a practice of answering queries from readers received this one:

"Please tell me what is the matter with my chickens. They go to roost apparently well. The next morning we find one or more on their backs on the floor, stiff, combs white and feet in the air."

It was the editor's busy day, and this was the answer his reader received:

"Dear sir; your chickens are dead."—Du Pont Magazine.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers

INFORMATION WANTED

Date.....191..

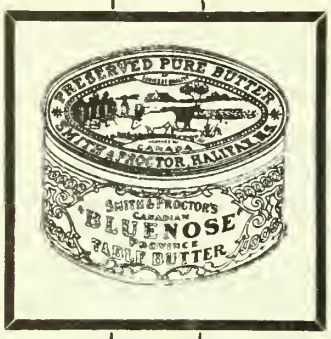
Please give me information on the following: .....Name .....

Address .....

.....

.....

.....



Have No Hesitation

in choosing

'Bluenose' Butter

it always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about it. Order from your grocer.

SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax · N.S.

57 57

HEINZ

Advertising Service

brings good results to the live, wide-awake merchant who is in the field to gain a reputation for reliability and fair dealing. Feature Heinz 57 Varieties with our advertising signs and displays—let your customers know you carry quality products. Win the confidence of your trade and increase your number of satisfied buyers.

H. J. HEINZ COMPANY

All Heinz goods sold in Canada are made in Canada

57 57

Hams

Hams are very much lower in price—giving you an opportunity to offer your customers something real good toward lower cost of living. Get our prices. Fresh, pickled, smoked, cooked.

F. W. FEARMAN CO.
LIMITED
HAMILTON

ARCTIC COUNTER REFRIGERATOR—MADE IN TWO SIZES

Write or Free Catalogue and Prices.

JOHN HILLOCK & CO., LIMITED, Office, Showrooms and Factory: 154 GEORGE ST., TORONTO

AGENCIES: A. Tilley, 54 McGill College Ave., Montreal; Geo. Cameron, Sparks St., Ottawa; J. McMillan, 200 Main St., Winnipeg; Western Butchers Supply Co., Regina, Sask.; M. E. Watt, 572 Knox St., Vancouver, B.C.

Adding Delicious Freshness to Attractive Display

The reason so many grocers and butchers are installing Arctic Counter Refrigerators is because it adds the full power of a refrigerator to attractive store display, and requires no additional space, because it takes the place of ugly, out-of-date counters.

Its ability to please customers and attract new trade are simply added advantages.

Profit Lies in Quick-Selling Quality Lines

"Easifirst" is one of these. No time wasted in argument. No disappointed customers.

Make sure that you can always supply "Easifirst."

It will pay.

Phone Junction 3400

GUNNS LIMITED
TORONTO

Something New in Appetizers

Made in conjunction with our famous Blue Seal Products and made from the very finest ingredients.

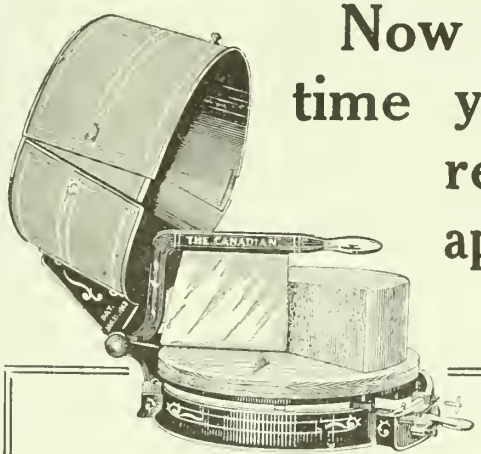
Fine for Fish and all kinds of grilled meats, and gives a delicious piquancy to salad dressings, Mayonnaise Sauce, etc.

Maroma will captivate your most particular customer. Try a little display.

E. W. Jeffress
Limited
Walkerville, Canada

W. G. Patrick & Co., Limited
Toronto and Winnipeg
Selling Agents for our Blue Seal Lines

Now is the time you will really appreciate it.



The CANADIAN Open

If you have been wise and installed that "Canadian Cheese Cutter" on your counter you need not worry about possible loss of profit from slow service during a rush.

You can absolutely rely on its accuracy and quick-cutting qualities, which will enable you to satisfactorily handle any extra rush business.

"The Canadian" cuts clean and quick in 5c, 10c, 15c and 20c slices, or by weight in ¼, ½ and one pound cuts.

No up-to-date dealer can afford to be without the "Canadian." Only $18.00.

The Computing Cheese Cutter Co.
WINDSOR, ONT.

BRUNSWICK BRAND Sea Foods

PROVEN THE BEST BY A GOVERNMENT TEST

Brunswick Superiority and Unequalled Food Value over imported lines have been recently vindicated by an official Government test.

Tasty, delicious, reasonably priced, you can always depend on Brunswick Brand to please your customers.

The Analysis proved these all-Canadian "Brunswick" Brands to be much superior in food value.

TRADE B LTD MARK

Are you supplied with each of the following—
- Oil Sardines
- Mustard Sardines
- Finnan Haddies (Oval and Round Tins)
- Kippered Herring
- Herring in Tomato Sauce
- Clams.

Through every part of the process, from the moment the fish is taken from its natural element until the container is finally sealed and labeled, every possible precaution is taken to assure a continuance of that standard of goodness for which Brunswick Brand Sea Foods are noted. Always have a good stock of Brunswick Brand on hand.

Connors Bros., Limited
BLACK'S HARBOR, N.B.

Sell The Hams That
Are Guaranteed Good—

SCHNEIDER'S

Schneider's Quality Hams (mild cure) will satisfy.

So certain are we of this that we invite dealers to return any of Schneider's Hams that do not measure up to expectations.

Give them a trial.

J. M. Schneider & Sons, Ltd.
KITCHENER - ONTARIO

Drop us a card for Sausage and Smoked Meat quotations. Satisfaction guaranteed on all mail orders.

Highest Quality

WHOLE TOMATO PUREE

(In No. 10 and 5 Gallon Cans)

For Bean, Soup and Catsup Packers

GREENABAUM BROS., INC.
SEAFORD, DELAWARE

Have You Taken Down Your Sign?

A prominent merchant who has made a great success of all branches of his business has said that withdrawing advertising from a good trade paper is like taking down your sign. Advertising to the trade you serve is business insurance, but premiums must be kept up or the policy will lapse.

There never was a time when the trade was keener for business information. That is why the advertising pages of the CANADIAN GROCER are being followed so closely at the present time.

VOL-PEEK

FIRST AID IN THE KITCHEN -

IN EVERY HOUSEHOLD

Vol-Peek finds a place. Mends pots, pans, tinware, graniteware, copper, aluminum, etc. Easily applied, sanitary, hardens quickly and costs only ½ cent per mend.

Send a sample order to-day. A bright colored display stand of 24 packages for $2.25. Vol-Peek sells on sight and is guaranteed; 60% profit for the dealer.

At your jobber or

H. NAGLE & CO., Box 2024, MONTREAL

Brodie & Harvie, Limited

offer to the trade Brodie's X X X self-raising flour. Scientifically prepared and attractively packed in packages of 3 lb. and 6 lb. packages. This product makes most delicious pancakes, muffins, biscuit pastry, etc.

Mr. Grocer

your customers will require a food of this kind now that the cool weather is here. Make a display of Brodie's X X X Self-raising Flour in your window or on your counter. Brodie's X X X is a certain seller and will show you a nice profit. We want agents in the Provinces of Quebec, Nova Scotia and New Brunswick. Secure your supply from your nearest wholesaler or write direct.

Brodie & Harvie, Limited

Bleury St., Montreal

KING GEORGE'S NAVY

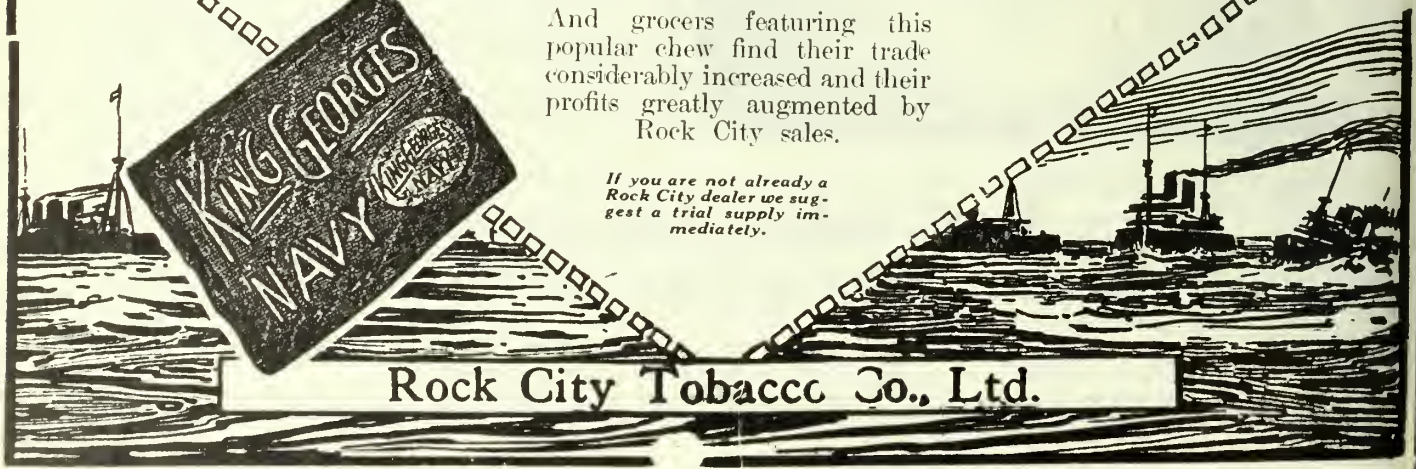
CHEWING TOBACCO

keeps the cash register ringing

In grocery stores all over the Dominion the sweet, "toothsome" goodness of Rock City Tobacco is winning more and more chewers to its constant use.

And grocers featuring this popular chew find their trade considerably increased and their profits greatly augmented by Rock City sales.

If you are not already a Rock City dealer we suggest a trial supply immediately.



Rock City Tobacco Co., Ltd.

ROYAL ACADIA SUGAR

Never a doubt about the quality if the brand is "Royal Acadia."

Housewives to whom the goodness of a product is the all important point find in Royal Acadia their ideal standard of sugar quality .

EVERY GRAIN PURE CANE

Put up in handy 2 and 5 lb. cartons. Also 10, 20 and 100 lb. bags, ½ barrel and barrels.

The Acadia Sugar Refining Co., Ltd.
HALIFAX, CANADA

BB

PICKLES

Pickalilli is only one of the many brands of Blackwoods Pickles. A complete assortment could be made up from the following:

East India Pickles
Egyptian Beet Relish
Blackwoods Pickles
Raspberry Vinegar
Blackwoods White Onions
B. B. Sauce

Then don't forget our complete line of soft drinks, flavoring extracts, etc. Carry Blackwoods Products.

"Here Since 1857"

Blackwoods, Limited
WINNIPEG, - MAN.

THERE'S real satisfaction in selling honest shoe polishes that treat you honestly. The merchant who makes

"NUGGET" Shoe Polish

his leader gets the same square deal he is able to give his customers. "Nugget" is made as good as polish can be made and sold at the same price to every dealer.

"Nugget" is made in Black, Tan, Toney Red and Dark Brown.

The NUGGET POLISH CO.
LIMITED
TORONTO

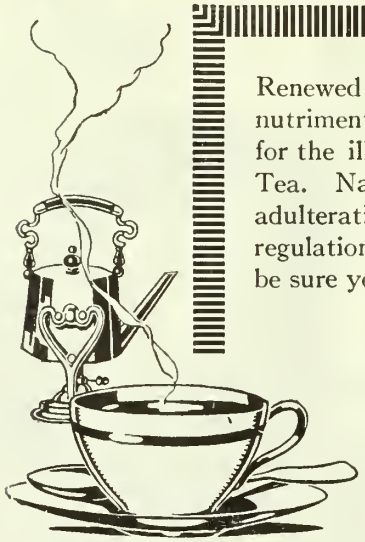
No one thing is
more universally
popular in Canada than

The Riteshape

Your jobber sells it

Victoria Paper & Twine Co.,
LIMITED
Wholesale Distributors
439 Wellington St. W., Toronto
Branches: Montreal, Halifax

JAPAN TEA



Renewed vigor in the hour of fatigue, nutriment for the strong and health for the ill are in each cup of Japan Tea. Natural purity and absence of adulteration are Japanese Government regulations. Drink Japan Tea and be sure your tea is pure.

"Tea tempers the spirit, awakens thought and refreshes the body."

14

A big consumer demand is sure evidence of sterling quality—no amount of advertising no matter how aggressive, can retain that demand if the quality is not dependable.

When superior quality and aggressive advertising are combined as in the case of JAPAN TEA it creates a demand that keeps the Grocer's cash register ringing.

New customers are attracted, first customers come back and old customers are retained when you sell them Japan Tea—the delightfully satisfying product of old Japan.

Keep a display where the housewife will see it.

THREE TONS DAILY

is our capacity on a high grade Baking Powder

We have every modern facility to manufacture the best quality Baking Powder ever produced in the Dominion of Canada, and we are turning out a product that is to-day giving the housewife 100% satisfaction. In addition to our unexcelled facilities, we have an expert chemist and supervisor over this department, and the materials which enter into our powder are the best that money can procure.

We are manufacturing baking powder under special labels for some very large concerns.

We will produce for any grocer in any part of Canada, a High Grade Baking Powder in 1-lb. tins under his own brand and name at a special price of $25.00 per gross F.O.B. Toronto, and this will give him a high grade baking powder which he can unhesitatingly recommend to his most particular customers and a product that will gain the confidence of his trade.

We have 30 varieties of special lithographed labels so that any merchant in each and every town may have a special design and brand restricted to his particular trade.

Other manufacturers may charge you $32.40 per gross, but we are doubtful if they can give you a product that will give the same satisfaction that we are offering for $25.00.

Write us to-day for sample of material and specimen labels. We will match any label you have been accustomed to using. Kindly pin this advertisement to your inquiry.

THE HARRY HORNE CO., LIMITED

OWNERS OF INTEGRITY MILLS

1297-1299 Queen St. West **TORONTO**

UPTON'S JAMS AND MARMALADES

ARE ABSOLUTELY PURE

The T. Upton Company, Limited

HAMILTON, CANADA

SELLING AGENTS:

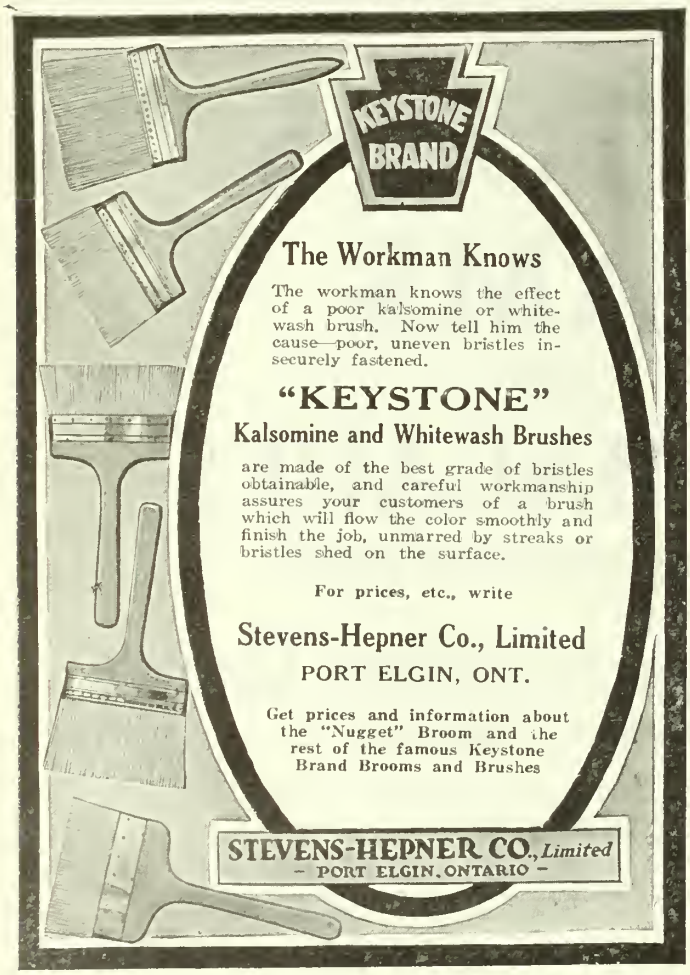
S. H. Moore & Company, Toronto, Ont.
Gaetz & Co., Halifax, N.S.
P. H. Cowan & Co., St. John's, Nfld.
Rose & Laflamme, Limited, Montreal, Que.
Schofield & Beer, St. John, N.B.
Scott Bathgate Co., Ltd., Winnipeg, Man.

SIFTO
SALT
IT FLOWS
BEST FOR TABLE USE
Here are two satisfying Salt brands—satisfying in sales—satisfying in results to the consumer. Snappy, steady advertising in the big papers keeps them well to the front. Here are two Salt "winners" you cannot afford to overlook. Stock them both.
SIFTO
FINE SALT
CENTURY
TABLE SALT
THE DOMINION SALT CO. LIMITED
SARNIA, ONTARIO
CENTURY
SALT
BEST FOR GENERAL USE

If your jobber cannot supply you we invite your enquiry, when price lists and full information will be promptly sent you

DOMINION SALT CO., Limited SARNIA, Canada

Manufacturers and Shippers


KEYSTONE BRAND
The Workman Knows
The workman knows the effect of a poor kalsomine or whitewash brush. Now tell him the cause—poor, uneven bristles insecurely fastened.
"KEYSTONE"
Kalsomine and Whitewash Brushes
are made of the best grade of bristles obtainable, and careful workmanship assures your customers of a brush which will flow the color smoothly and finish the job, unmarred by streaks or bristles shed on the surface.
For prices, etc., write
Stevens-Hepner Co., Limited
PORT ELGIN, ONT.
Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes
STEVENS-HEPNER CO., Limited
– PORT ELGIN, ONTARIO –

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $83.20 PER INCH PER YEAR

JAMS

DOMINION CANNERS, LTD.
Hamilton, Ont.

"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vase top Glass Jars, 16 oz. glass, 2 doz. case.

	Per doz.
Strawberry	$4 60
Currant, Black	4 60
Pear	3 90
Peach	3 90
Plum	3 70
Raspberry, Red	4 60
Apricot	4 00
Cherry	4 30
Gooseberry	4 00

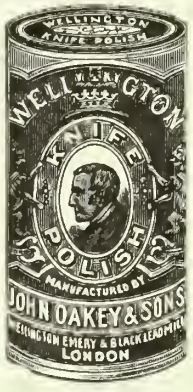
"AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	$2 30
12 oz. Glass, Screw Top, 2 doz. in case	2 55
16 oz. Glass, Screw Top, 2 doz. in case	3 25
16 oz., Glass, Tall, Vacuum, 2 doz. in case	3 25
2's Tin, 2 doz. per case	4 80
4's Tins, 12 pails in crate, per pail	0 78
5's Tin, 8 pails in crate, per pail	0 97
7's Tin or Wood, 6 pails in crate	1 36
30's Tin or Wood, one pail in crate, per lb.	0 20

PORK AND BEANS "DOMINION BRAND"

	Per doz.
Individual Pork and Beans, Plain, 75c, or with Sauce, 4 doz. to case	$0 85
1's Pork and Beans, Flat, Plain, 4 doz. to case	0 92½
1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case	0 95
1's Pork and Beans, Tall, Plain, 4 doz. to case	0 95
1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to the case	0 97½
1½'s (20 oz.) Plain, per doz.	1 25
Tomato or Chili Sauce	1 27½
2's Pork and Beans, Plain, 2 doz. to the case	1 60
2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case	1 52½
2½'s Tall, Plain, per doz.	2 00
Tomato or Chili Sauce	2 35

Family, Plain, $1.75 doz.; Family, Tomato Sauce, $1.95 doz.; Family, Chili Sauce, $1.95 doz. The above 2 doz. to the case.



OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of Emery Cloth, Black Lead, Glass Paper, &c.

LONDON, S.E., ENGLAND

AGENTS:

Manley & Baker, 21 Empress Offices, 354 Main Street, Winnipeg.
Sankey & Manson, 839 Beatty Street, Vancouver.

GEORGIAN BAY APPLES

We Invite Correspondence for Fall and Winter Supplies.

LEMON BROS.

Owen Sound, Ont.

To Satisfy Trade

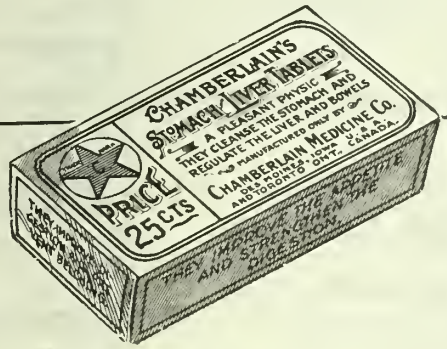
that shows discontent at the increasing high price of coffee---feature

POSTUM CEREAL

AND

INSTANT POSTUM

No advance in the price of either!



DO YOU REALIZE

that many grocers are to-day making good profits out of the sale of

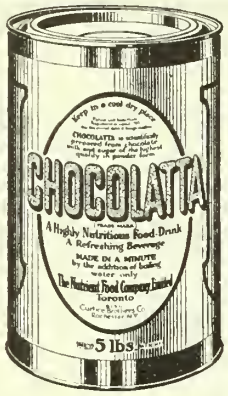
Chamberlain's Family Remedies

You can also share in the profits. Send to us to-day for our prices and choose from out of a list of good sellers what you could carry to your best advantage.

Chamberlain's—the family remedy par excellence.

Chamberlain Medicine Co., Limited

Toronto, Canada



CHOCOLATTA

Be sure that you have a good stock of CHOCOLATTA on hand. This is the season of the year when the made-in-a-minute pure chocolate drink will be most appreciated by your customers. If, by some chance you are not already stocking CHOCOLATTA, write to us for full details.

THE NUTRIENT FOOD COMPANY LIMITED
1266 QUEEN STREET WEST
TORONTO

The Hallmark of Quality---

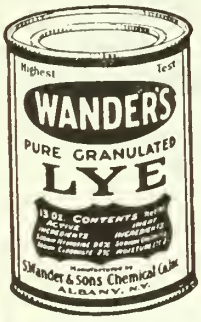
is stamped on every sales pad leaving our factory—it is important to you to have a high-grade product—appearance does count.

Get the best value for your money---

there is no difference in present prices, but there is in the style and appearance of books.

McCaskey Systems, Limited, Toronto
235-245 Carlaw Avenue

HANDY SNAP TOP



A LYE that is TRUE

Sanitary WANDER'S Products

NOW IS THE TIME

WANDER'S CHLORINATED LIME & WANDER'S HIGHEST TEST LYE

SELL FASTEST

THEIR DAILY USE KEEPS THE HOME SANITARY

S. WANDER & SONS CHEMICAL CO., Inc.
Manufacturers and Exporters
Main Office and Factory : ALBANY, N.Y.
Represented by MacDONALD, ADAMS COMPANY, Winnipeg
And C. H. DOUGALL, LTD., Montreal

HANDY SNAP TOP

Kills Germs. Bleaches

Baines

Confectionery
Syrup, Maple Butter, etc.

Lines that will pay you to handle.

BAINES LIMITED, Montreal

TEAS

Surprising what a jump teas have made during the past month or so. Even buyers in close touch with the markets can hardly believe their eyes, and cannot help but occasionally imagine they have been dreaming—but it is no dream, rather it is a sure reality.

To be definite, Ceylon and Indian Teas have made a clear advance of from twelve to eighteen cents at the places of production. This is some jump, you say! Well, that's just what it is, and you'll realize the situation in time, although small markets do not advance as rapidly as large ones.

The main cause—Rupee Exchange has gone up to unprecedented levels—Silver is higher than it has ever been for modern business.

Ocean Freights from the East have also made heavy advances. This is the combination that has put teas higher than for the past thirty years. Our standard blends, which are having a truly wonderful sale, we now quote:

Chests	Hursley	39
"	Regal	43
"	Monarch	56
"	Imperial	62
"	Golden Tip	68

Hf.Ch. one cent more

Send Us An Order

H. P. ECKARDT & CO

WHOLESALE GROCERS

CHURCH STREET & ESPLANADE TORONTO

What the

Security Envelope File Check System

will do for you

This system of keeping accounts will

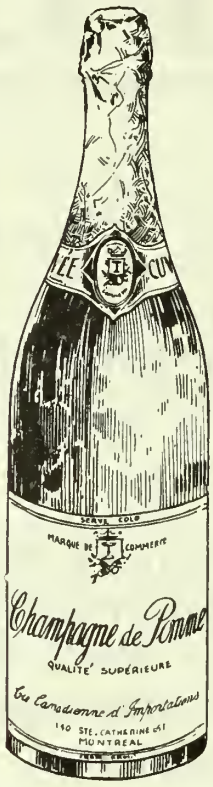
- Make trade increase easy — especially cost trade.
- Save time.
- Protect you against error.
- Give your customers entire satisfaction.
- Keep track of credit trade.

How the Security Envelope system does this is fully told in our explanatory booklet. Write to-day for a copy and see the system whereby a school-boy can keep your accounts and keep them correctly.

A. E. Taylor & Son

29 Ontario Street STRATFORD, ONT.

GROCERS



ORDER YOUR STOCK OF

Champagne de Pomme

NOW

It makes a delicious drink. Put up in pint bottles or splits. Recommend it to your customers. Pays a good profit. Easy to sell.

Order from your wholesaler or

Cie Canadien Importation

140 ST. CATHERINE ST. E.

Montreal

We want Agents in Every City and Town.

The "Pink of Perfection"

CASCADE SALMON

GOOD, SOUND, WHOLESOME FOOD
EVERY TIN GUARANTEED

Packed in 1lb. tall, 1lb. flat, ½lb. flat

BRITISH COLUMBIA PACKERS' ASSOCIATION
VANCOUVER, B.C.

THE PUBLIC LIKES QUAKER

The little Quaker talks running in the west are creating a new interest in QUAKER BRAND.

We will need the Grocers' friendly co-operation.

DOMINION CANNERS B.C. LTD.
Vancouver, B.C.

Manufacturers' Agents

For Foreign and Domestic Markets

Head Office: Standard Bank Bldg.

Vancouver, British Columbia

CALIFORNIA TOKAY GRAPES

Are now coming freely and quality fine.
Be sure and order some.

ALSO FULL STOCK

Sweet Potatoes - Oranges
Pears - Boxed Peaches
Grape Fruit - Etc.

Add to your order

Haddies, Kippers, Bloaters, Fillets

All of which are fresh and good.
Just the thing for snappy days.

WHITE & CO., Limited
TORONTO

GRAPES

Now at their best. Let us quote you on carloads or smaller quantities. Prompt execution of all orders guaranteed.

Fresh cars just arrived of

CRANBERRIES
GRAPE FRUIT
SWEET POTATOES
SPANISH ONIONS

The House of Quality

HUGH WALKER & SON
Established 1861
GUELPH, ONTARIO

Brooms

We are pleased to advise the trade that we can now supply our

Standard Brooms

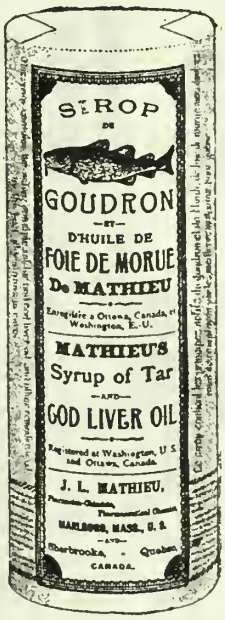
Prompt Shipment

and will be glad to book your order.

Prices ***right.*** ***Quality*** as usual.

Walter Woods & Co.
Hamilton and Winnipeg

STOP THAT COUGHING



and build up your system with a dependable tonic and body-builder like

MATHIEU'S SYRUP OF TAR and COD LIVER OIL

For Neuralgia, Headache, Sleeplessness, etc. Mathieu's Nervine Powders are absolutely reliable and effective.

Handle these two well-known remedies. Always a big demand for them. Excellent profits.

J. L. Mathieu Co.
Proprietors
SHERBROOKE - - QUEBEC

GAMBLING

Unless you are offering the housewife a Baking Soda guaranteed by the package which contains it to be a quality product, you are gambling with her custom.

Housewives have perfect confidence in their baking operations when they use Cow Brand —that is why Cow Brand sells easily.

Church & Dwight, Ltd.
MONTREAL

It's Profitable Because—

100% PURE

COSGRAVE'S PURE MALT Vinegar

Better to sell this branded, bottled vinegar than the bulk article. No waste—no loss — no deterioration. Easily handled—makes fine display. Quality guaranteed.

RETAILS
15c and 25c

WELL ADVERTISED
Write us or ask your jobber for trade prices.

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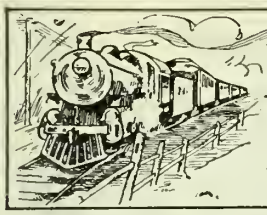


BUYERS' MARKET GUIDE
Latest Editorial Market News

STONEWARE

Buy Now—Butter Crocks, Jugs, Churns, Flower Pots, etc. Ask for latest catalogue.

The Toronto Pottery Co.
Limited
Dominion Bank Bldg.
TORONTO

We are now located in our new and more spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S

Best English Malt Vinegar

QUALITY VINEGAR

White, Cottell & Co., Camberwell, London, Eng.

Agent:
W. Y. COLCLOUGH, 53 Silver Birch Ave., Beach 2170 Toronto
J. E. TURTON, Board of Trade Building, Montreal

The LV PICKLE

Manufactured by
GILLARD & CO., LIMITED
London, England
An English Delicacy of High Repute
Magor, Son & Co., Ltd., 403 St. Paul St. (Place Royale), Montreal.

Order from your jobber to-day.

"SOCLEAN"

the dustless sweeping compound

SOCLEAN, LIMITED
Manufacturers TORONTO, Ontario

DECREASE IN SAN JUAN SUGAR CROP

The Government of Porto Rico has announced that the last sugar crop aggregated 406,000 short tons, or 37,000 tons less than the 1918 crop. It added that shipments to date had been 341,000 tons.

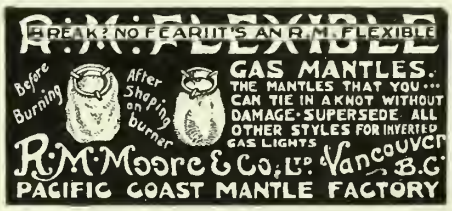
SUED FOR EXCESS PROFITS

A test suit was filed in the District Court of Chicago recently by District Attorney Clyne in which he seeks to compel Charles Pope, head of a sugar refinery at Riverdale, a suburb, to pay to Herbert Hoover, as head of the food administration, $15,000 of alleged excess profits taken in violation of the Food Control Act.

COUNTRY MERCHANTS

Ship your Eggs, Butter and Poultry to us.
Top market prices. Cash payment.
Write or phone.

C. A. MANN & CO.
LONDON, ONT.
Phone 1577


R.M. FLEXIBLE
BREAK? NO FEAR! IT'S AN R.M. FLEXIBLE
Before Burning
After Shaping on Burner
GAS MANTLES.
THE MANTLES THAT YOU CAN TIE IN A KNOT WITHOUT DAMAGE-SUPERSEDE ALL OTHER STYLES FOR INVERTED GAS LIGHTS
R.M. Moore & Co., Ltd. Vancouver B.C.
PACIFIC COAST MANTLE FACTORY

The SARNIA PAPER BOX CO., Ltd.

SARNIA, ONT.

Manufacturers of:
Ice Cream Cartons, Parafined.
Butter Cartons, Parafined.
Egg Cartons; Special Egg Fillers.
Folding Candy Boxes; also handy Parafine boxes for bulk Pickles, Mince Meat, etc.

BEANS

Handpicked or Screened in car lots

Ask for quotations

Geo. T. Mickle, Ridgetown, Ont.

---

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¼-INCH CUSHION FILLERS
CORRUGATED FLATS.

The TRENT MFG. CO., Ltd.
TRENTON - - ONTARIO

These one-inch spaces only $1.60 per insertion if used each issue in the year.

Wanted

Classified Advertising

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where copies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

WANTED

WANTED—THREE OR FOUR SILENT SALESman cases, from four to twelve feet. Reply to E. B. Buell, Sharbot Lake, Ontario.

WANTED—TO RENT WITH THE OPTION OF buying a general store. Situated between Fort Erie, Ont., and Port Rowan, Ont. Box 740, Canadian Grocer, 143 University Ave., Toronto, Ont.

SAUSAGE MAKER WANTED

WE HAVE AN OPENING FOR A GOOD MAN in our sausage factory, able to cure hams and bacon, and to put up all kinds of sausage; must be sober. Apply, stating salary and references, Box 563, Fredericton, N.B.

TRANSLATIONS

ENGLISH INTO FRENCH — COMMERCIAL, Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault, P.O. Box 135, Station B, Montreal.

AGENTS WANTED

JOBBERS WANTED TO HANDLE NEW STOVE polish. Quality goods. Low prices. Write Henderson Co., South Oshawa, Ont.

ENGLISHMAN

Specialty salesman been resident in Toronto for seven years is going to the Old Country for three months. Will execute commissions for a nominal fee, or would consider representing Canadian house in England. Box 742, Canadian Grocer, 143 University Ave., Toronto, Ont.

When writing to advertisers kindly mention this paper.

Baker's Cocoa and Chocolate

REGISTERED TRADE-MARK

MAKE AND KEEP GOOD CUSTOMERS

They are most reliable goods sold with a positive guarantee of purity and superior quality; put up in conformity with the Pure Food laws; are readily sold, giving a quick turnover of stock.

MADE IN CANADA

WALTER BAKER & CO. Limited

Montreal, Can. Dorchester, Mass.

Established 1780

WHEN ANSWERING ADVERTISEMENTS KINDLY MENTION NAME OF THIS PAPER

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World
OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B.C.
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, Ont.
St. John, N.B.	Winnipeg, Man.
Victoria, B.C.	Sydney, N.S.

Reputation gained by long years of vigorous, conscientious and successful work.

Thomas C. Irving General Mahager Western Canada

TORONTO

FOR SALE

FIRST-CLASS STOCK OF GENERAL MERchandise, also buildings, store, warehouses and dwelling; stock invoices about $12,000; will reduce to suit purchaser. Box 732, Canadian Grocer, 143 University Ave., Toronto, Ont.

FOR SALE—NEW 200-ACCOUNT BARR REgister, $100; cost $120. Has not been used. Box 730, Canadian Grocer, 143 University Ave., Toronto, Ont.

FOR SALE AT A BARGAIN—COMPUTING scale in pretty good shape. Cost $100, will sell for $20. The Business Corner, Preston, Ont.

WANTED

IN ANY SIZE QUANTITY

JUTE - SUGAR

BAGS

AND COTTON LINERS.

E. PULLAN

TORONTO

Say you saw it in Canadian Grocer, it will identify you.

COLLECTIONS

If you want your own money—we can get it.
There's no reason why you should not get the money that really belongs to you.
Those bad accounts are a sore spot — but we can help you.
Ours is a reliable agency. We can handle this thing for you in a thorough manner. Try us.

Nagle Mercantile Agency
Laprairie (Montreal) Que.

EVERYWHERE
NO COLLECTION
NO CHARGE
EFFICIENT
RELIABLE

More Business This Fall!

LET your Provision Counter be the principal point of interest in your store. Make it so bright—so enticing—so good to look at—that everybody who comes in will feel constrained to buy something!

Davies' Quality Products are just the lines to help you make a good, tempting display and build up more and bigger sales.

Show a good assortment of Davies' Fresh Cured and Smoked Meats, Sausage, Pure Lard, "Peerless" Shortening, Pork Pies, Pork and Beans, "Peerless" Pickles, "Glengrove" Butter, Eggs and Cheese—all genuine quality products that make pleased customers and keep your salesmen busy.

We shall be pleased to quote you prices on any of these products—or if you would like one of our travellers to call, drop us a post-card saying where you are located and we'll be glad to make your acquaintance.

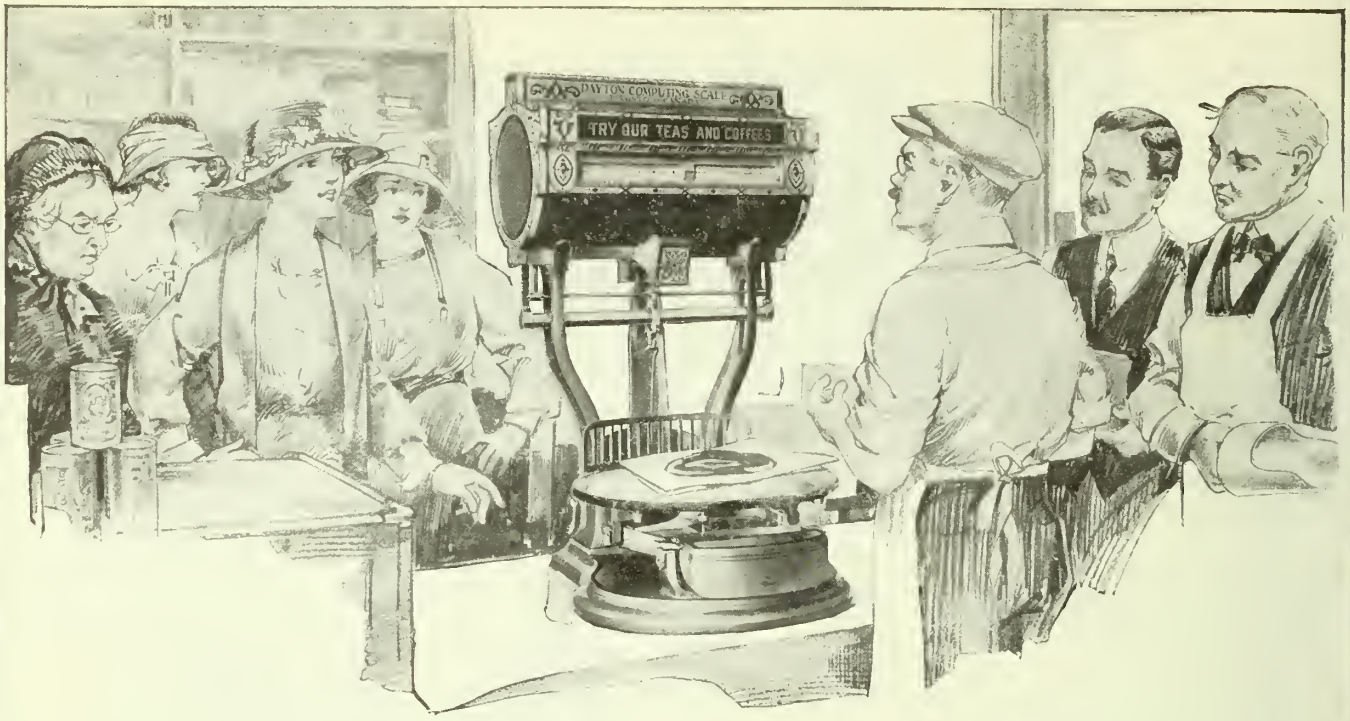
Davies' Quality Products are used in a large number of the best Canadian homes. Dealers who handle these products are building up good reputations in their localities.

Davies Quality Products are "EASY to SELL but HARD to BEAT"

THE WILLIAM DAVIES COMPANY LIMITED

TORONTO

Montreal **Hamilton**



Trying to make one Dayton do the work of two—it's wrong!

You might as well stand in the door-way of your store with a shot-gun to prevent customers coming in, as keep them waiting because you haven't sufficient Dayton Automatic Scales to keep all your clerks busy at the one time.

The public won't wait in your store when they can get instant service in your competitor's. And they will advertise both facts far and wide.

The difference between having enough Daytons and too few in a store is the difference between having more trade or less.

By the same token, if your salesmen have to walk the length of the counter every time they want to use the scale because you have neglected to provide sufficient Daytons at convenient points, your business will suffer. And Time is either for or against you.

Don't drive a 60-mile-an-hour business at a 20-mile-pace.
Get another Dayton now. Send for our new catalog.

DAYTON COMPUTING SCALES

Made in Canada

FRANK E. MUTTON
Vice-Pres. and General Manager

Royce and Campbell Avenues, TORONTO
Also at MONTREAL, WINNIPEG, VANCOUVER

Division International Business Machines Co., also makers of
International Time Recorders and Hollerith Electric Tabulators